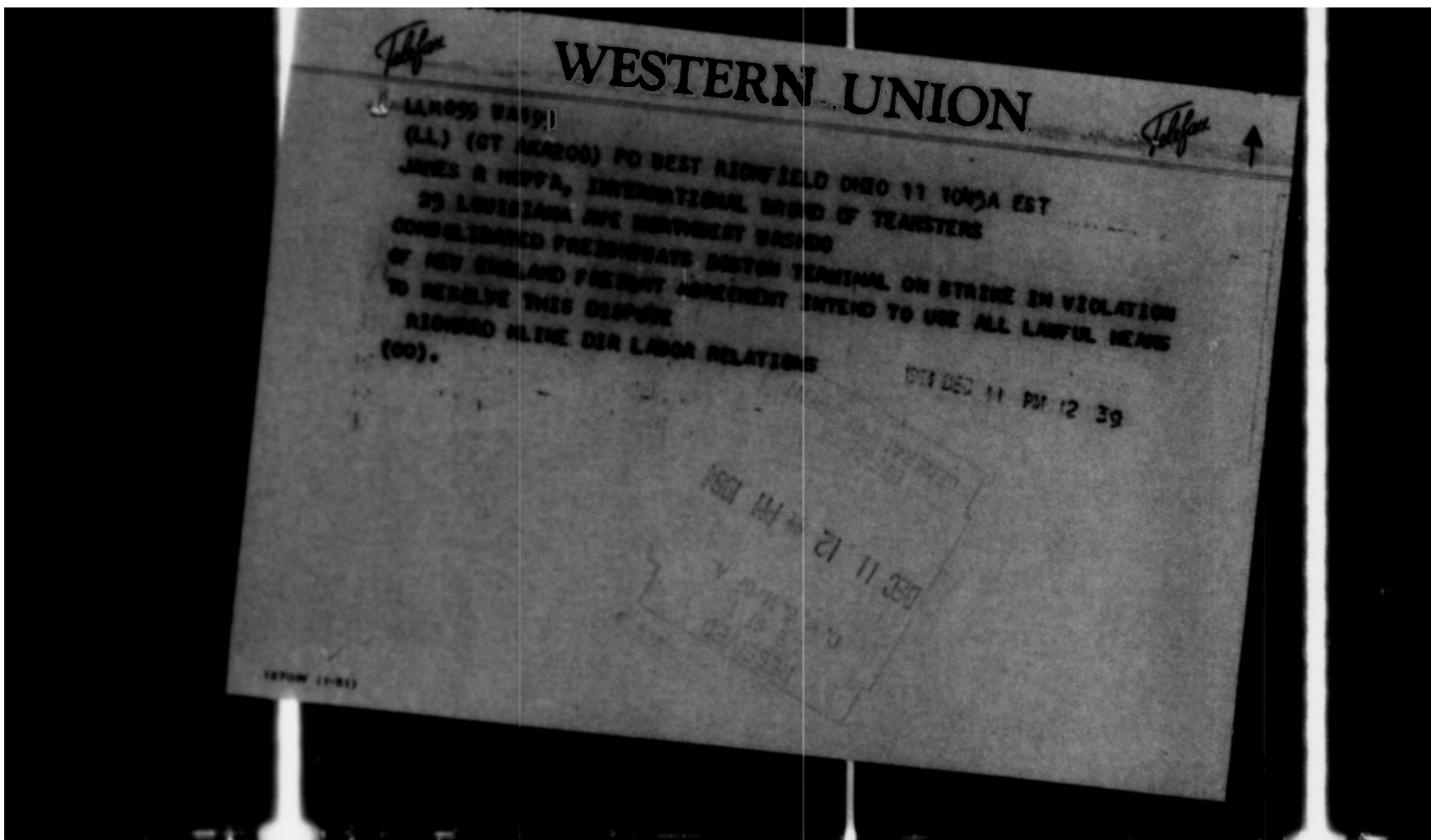
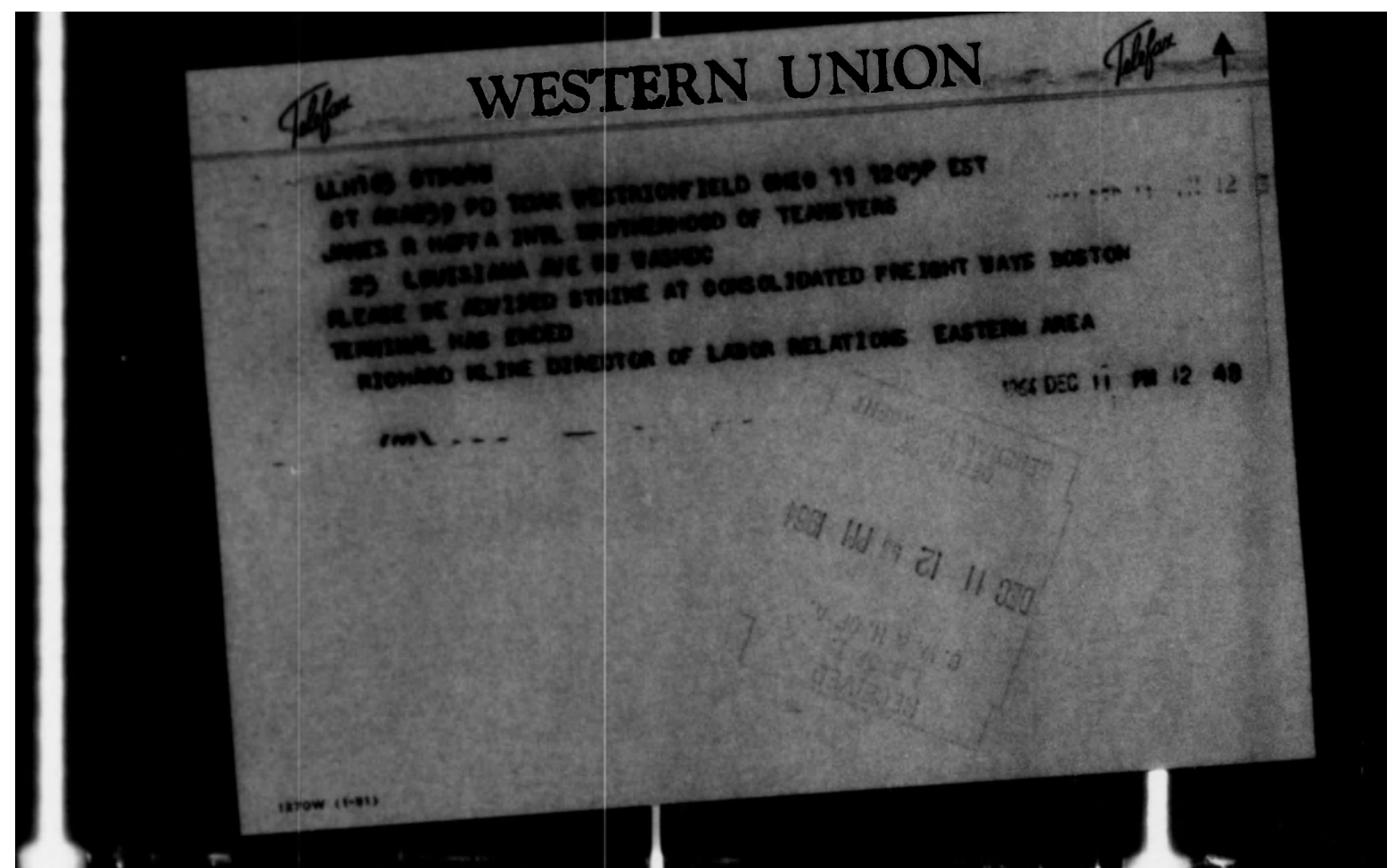


Consolidated
Freightways





ADMINISTRATIVE FILE

Consolidated Freightways

X Swan, Emerson

X

CONSOLIDATED FREIGHTWAYS INC. *Menlo Park, California*

EMERSON W. SWAN, EXECUTIVE VICE PRESIDENT

February 12, 1964

Mr. James R. Hoffa
General President
International Brotherhood of Teamsters
25 Louisiana Avenue, N. W.
Washington 1, D. C.

Dear Jim:

Thank you for your letter of January 30. We are, as you suggest, maintaining the status quo. In fact, we have initiated no new requests for changes in operations in the past six months.

I mentioned in my previous letter that we are about to the place where we can sit down and talk. I would like to defer our discussion until some time after the end of this month, and assume that this would fit in with the requirements upon your time.

Since the demands on your time are sure to be extremely heavy after the trial is over, we will wait until we hear from you in order to arrange a date and place for a meeting.

Very truly yours,

EWS:jt

Emerson

ADMINISTRATIVE FILE

Consolidated Freightways

X Swan, Emerson

X

January 30, 1964

Mr. Emerson Swan
Executive Vice President
Consolidated Freightways, Inc.
Menlo Park, California

Dear Mr. Swan:

This will acknowledge receipt of your
letter of January 21, 1964.

I will be glad to meet with you after
this trial is over. In the meantime, maintain
the status quo and don't do anything.

Fraternally yours,

James R. Hoffa
General President

JRH:ja

CONSOLIDATED FREIGHTWAYS INC. *Menlo Park, California*

EMERSON W. SWAN, EXECUTIVE VICE PRESIDENT

January 21, 1964

Mr. James R. Hoffa
General President
International Brotherhood of Teamsters
25 Louisiana Avenue, N. W.
Washington 1, D. C.

Dear Jim:

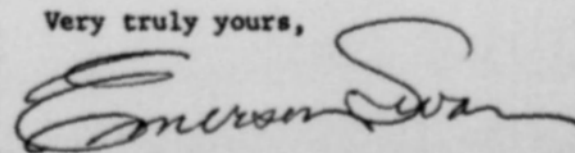
When we were in Chicago last week during the final stages of the contract negotiations, Bill White told me of his telephone conversation with you and of your desire for me to get in touch with you in regard to the San Leandro matter. The circumstances were such at the time that any discussion of such a sensitive situation could easily have resulted in something that neither of us wants, so I decided to defer calling you.

I think we have about reached the place where we should sit down and talk about our problems. It seems to me that many of them are of no benefit to the men and are detrimental to the Company. We have also progressed to the point where we can talk intelligently about some long range plans for getting the Company on a sounder operating basis. You will recall that we discussed this matter in Chicago several weeks ago.

If you will let me know when we can get together for a couple of hours, I will arrange to meet with you. Possibly your next trip to the West Coast would be a good time.

Very truly yours,

EWS:jt



ADMINISTRATIVE FILE ✓

Consolidated Freightways
X Latella, Anthony, Jr.
X

17 April 1963

Mr. Anthony Latella, Jr.
Consolidated Freightways
Pack Lane
Orange, Connecticut

Dear Mr. Latella:

I am herewith returning the picture autographed by myself as you requested.

Please be assured that I enjoyed spending the evening with you and your colleagues.

Yours truly,

James R. Hoffa
General President

JRH:gw
Enc.



CONSOLIDATED FREIGHTWAYS

TELEPHONE
SYCAMORE 8-4781

PECK LANE
ORANGE CONN

April 9, 1963

Mr. James R. Hoffa, Gen. Pres.
International Brotherhood of Teamsters
100 Indiana Ave., N.W.
Washington, D. C.

Dear Mr. Hoffa:

I am enclosing a picture that Mr. Schofield
took of you and I at the Waldorf Astoria Hotel on
March 7, 1963.

I enjoyed the evening very much and was
especially pleased with your talk. I would appreciate
it if you would drop me a note and autograph this
picture so that I may keep it as a memento of the
occasion.

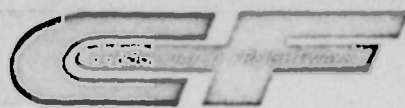
Thank you very much for your kindness.

Very truly yours,

CONSOLIDATED FREIGHTWAYS

Anthony Latella, Jr. (Tony)
Terminal Manager

AL/ct
Enc1.



ADMINISTRATIVE FILE ²⁰

Consolidated Freightways
X Latella, Anthony Jr.

4/11
TELEPHONE

BYCARE 5-4751

CONSOLIDATED FREIGHTWAYS

PECK LANE
ORANGE, CONN.

April 9, 1963

Mr. James R. Hoffa, Gen. Pres.
International Brotherhood of Teamsters
100 Indiana Ave., N.W.
Washington, D. C.

Dear Mr. Hoffa:

I am enclosing a picture that Mr. Schofield
took of you and I at the Waldorf Astoria Hotel on
March 7, 1963.

I enjoyed the evening very much and was
especially pleased with your talk. I would appreciate
it if you would drop me a note and autograph this
picture so that I may keep it as a memento of the
occasion.

Thank you very much for your kindness.

Very truly yours,

CONSOLIDATED FREIGHTWAYS

Anthony Latella, Jr. (Tony)
Terminal Manager

AL/ct
Encl.



liked the cat so much he
quit working the dog which
might have been a
ing in disguise.
After everybody was
properly served about the
at the family learned
that it must be to
terminal for business re-
ons. Before anything was
one about the family's
ransaction, the kids'
w. So, or anything
se, the cat problem had
be met. It was said amid
are that was too
reducing to be put to sleep
even to be given to
anyone else. It had to go
Germany, too.
That's how the right
meant to be
off. And if this flight, and
the arrangements don't
vince you that there
ving in a mighty fancy
e, then you are dead to
vince.
Personally I am
niced because I'm the
not was covered by
ay wife and kids into
ayr to get to get
at all the way out.

M. L. DIN



amendment protects us that is upon us.

Pay Comes High in Hoffa Union

BY VICTOR RIESEL

CHICAGO — If you're ambitious and are a friend of the boss in the Teamsters Brotherhood, you can earn a fair living. I have in mind one John T. (Sandy) O'Brien, member of the union for 30 years. His salary as of the first of the year ran upward of \$85,000.

Of course, Sandy O'Brien is first vice president of the international union and that requires considerable travel—especially to Miami Beach. Of course, he also is secretary-treasurer of Local 710 here—a much investigated union, by the way. It is known as the Meat and Highway Drivers, Dockmen, Helpers and Miscellaneous Truck Terminal Employees.

Sen. John McClellan's racket committee went into it rather deeply and found that during one era in the 50s, four officers had drawn \$1,136,275, of which \$471,286 had gone to O'Brien.

When the McClellan committee issued its report on March 28, 1960, it said:

"For sheer brazen plunder, the story of O'Brien and his companion officers and how they siphoned off huge amounts of the union dues was unequalled in the committee's experience."

★

Some of this money came from taking a 60-cent commission on each \$4 in monthly dues collected from hard-working local members.

More than two years later, Sandy O'Brien is still doing well. His annual gross salary in 1962, from the local, was \$76,320. He is still earning this sum—plus another thousand a

month for being first vice president of the international. Thus, without expenses, the annual income is a basic \$88,320. In 1962 the expenses were \$1,193.

O'Brien does about as well as his chief, Jim Hoffa, though Local 710 has 14,000 members compared with the international president's vast domain. Hoffa's official salary from the national office is \$75,000 annually. In addition, Hoffa is the \$15,000-a-year president of



Hoffa

his home local over in Detroit. There are some expenses, all of which puts him over the \$90,000-a-year mark.

Of course, these finances do not quite reflect the talents shown by a fellow officer, Anthony (Tony Pro) Provenzano, 12th vice president of the international union. His nominal total wage is \$113,800 a year. But he really is not drawing that.

Mr. Pro is president, also, of Teamster Local 560 in New Jersey. Last December its members—about 350 of them out of a total of some 13,000—voted him a \$25,000-a-year raise. Two months later, they voted him another \$10,000 a year, making it \$75,000 in all above his regular salary.

All this has been duly

recorded. But Mr. Pro told a membership meeting in Hoboken on March 13 that he just was not taking the raises.

However, they are still on the books. They have not been taken off the record as the "will of the membership," small as the voting contingent was.

This means that whether Mr. Pro takes the money or not, it continues to accrue. Thus by next December he will have \$21,000 more due him. And by next February, an additional \$50,000 will be due him. And every year thereafter the local will in effect owe him another \$75,000.

This could get to be quite a tidy retirement fund.

That is, unless Mr. Pro convinces his membership to rescind the two raises. Otherwise, legally, he would be entitled to retroactive pay—either in a lump sum or stretched out over the years to ease the tax burden.

The opposition in Local 560 plans to make quite an issue over this. Especially since Mr. Pro does rather handsomely without it. As president of the local he receives \$20,000. As 12th vice president of the Brotherhood, he gets another \$12,000 annually. And he has been taking \$8,000 a year as head of New Jersey Joint Teamsters Council 73.

★

All this still gives him an income of some \$748 a week. That's not a bad proletarian wage. There are expenses, too. Of course, one must realize this is before taxes.

Let no one say that one cannot make one's way to a decent living wage in the brotherhood.

Office of the General President

To: L. M. Stalberg
From: James R. Hoffa

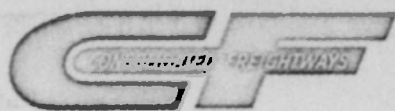
ADMINISTRATIVE FILE 1
Consolidated Freightways
Fish-O-Matic, Inc.
Booth Fisheries 4/16/63
DATE

I am herewith returning your file concerning the claim Fish-O-Matic, Inc., Toledo, Ohio has with Consolidated Freightways as there is nothing I can do in this case.

Being a company, should I attempt to intervene on this, there could be a possible "302" charge.

James R. Hoffa
General President

JRH:gw
Encs.



ADMINISTRATIVE FILE
Consolidated Freightways
X Fish-O-Matic, Inc.
X Booth Fisheries
4/11

CONSOLIDATED FREIGHTWAYS

GENERAL CLAIMS OFFICE
P.O. BOX 6710-A
CHICAGO 90, ILLINOIS

April 3, 1963

Mr. Edward B. Arenson, President
Fish-O-Matic, Inc.
1932 Kelsey Avenue
Toledo 5, Ohio

Re: Our Claim No. E-23388-3
Our Pro No. 820-517816 of 9-26-62

Dear Sir:

The delivering carrier, Canadian Freightways, Limited, delivered this shipment to the Booth Fisheries, Canadian Company at 235 Garry Street, Winnipeg, Manitoba, Canada on their Pro No. 247-107297 with a clear delivery receipt being signed for by Stanley Sutherland on October 11, 1962.

Our connecting carrier also advises us that there was never a request for an inspection or a notification of any discrepancy given to their company.

On this basis, we have recourse, but respectfully decline your claim for damages unless you have some additional information and evidence to submit which will enable us to consider this matter further.

Should you desire further consideration of this matter we would appreciate your giving us an itemization of all of the various costs involved which comprise the \$541.19 amount presented to this office. From our files it appears that there is a certain portion of your claim which is not with the file which may in part explain why we are unable to properly consider this matter further.

Thank you very much for your cooperation in this matter.

Sincerely,

W. M. Buckingham
W. M. Buckingham
Claims Examiner

ENC

820-517816		9 62
PRO. NO.	DATE	
CLAIMANT NO.	DATE	
Fish-O-Matic	9/11/19	
SHIPPER	AMOUNT	
11-50	2 11 63	
ATA CODE	DATE RECEIVED	
CLAIM NO.	- 3	
E- 23388		
THIS ACKNOWLEDGES YOUR CLAIM. IF FURTHER NECESSARY, PLEASE		
UR NEW ADDRESS		
CONSOLIDATED FREIGHTWAYS		
GENERAL CLAIM DEPARTMENT		
P.O. BOX 6710-A		
CHICAGO 80, ILLINOIS		

CHICAGO, ILL.

POST CARD

04

Fish-O-Matic Inc.
1932 Kelsey Avenue
Toledo 5, Ohio

March 11, 1963

Consolidated Freightways
General Claim Department
P.O. Box 6710-A
Chicago 80, Illinois

Re: Our Claim No. E-23388
Pro. number 820-517816 dated 9 62

Conclusion:

We are wondering how our claim shown above is coming along. We have heard nothing from you since receiving your card giving us the claim number.

As previously stated by us, because of the extreme lateness in shipping and damage done to the machine shipped, we lost a \$3000.00 sale.

We certainly could use the money from this claim having been put in a bad spot by having lost this sale. We would appreciate some word from you regarding this matter.

Yours very truly,
FISH-O-MATIC, INC.

EDWARD B. ARENSON
President

EB1/ab

1720-24 BX
Pro # 830-517816
Dec. 12, 1932

Consolidated Freightways
Detroit, Michigan

Attention: Claims Department

Gentlemen:

Enclosed are the necessary papers for filing a claim against your company on a shipment we made to Booth Fisheries in Winnipeg, Manitoba, Canada.

Our shipment left Toledo September 19th and was not delivered to the customer until October 12th. The shipment was a fish scaling machine, which as we explained in our many attempts for tracing is a seasonal product. The machine was damaged in shipment and not in working order when it arrived in Winnipeg which made it necessary to send a repairman there to put it back in working order as it was when it left our plant. You will find his expenses in the claim sheet.

Because of the lateness of the shipment, the receiving company did not have sufficient time for testing of the machine. We therefore lost the sale of this machine which would have amounted to a \$4400.00 sale. Since when we checked with your company and were promised four day shipment to Winnipeg, I do not feel it unjust to file a claim to cover the expenses we were forced to incur in attempting to save this sale.

There are photostatic copies of the necessary papers. We do not have the paid bill of lading as the machine was shipped collect, however we have been informed by the receiver that the machine went to Montana, Omaha and back to Chicago before going to Winnipeg. This is certainly undue delay.

If any further information is needed, please contact us.

Yours truly,

FISH-O-MATIC, INC.

Aileen Braymaier, Treasurer

1/11/63
ab
Encl.

Frank Depole Consolidated
Remer Trans-American

Jan. 25, 1963

Frank DePaole
Consolidated Freightways
2840 Myrtle
Detroit, Michigan

Dear Sir:

In our claim of December 5th, we inadvertently left out work done in our Toledo plant directly connected with damage to machine. One entire unit had to be rebuilt at a cost in labor and material of \$214.00. Also the claim of wages alone for Mr. Winslow's trip to Canada does not reflect time lost in production as well as overhead. Here too, we claim based on low overhead, an additional \$84.50.

Our total claim therefore is increased by \$273.50 making the overall total \$541.19.

We do hope you will now process this promptly as the delay in receiving these funds justly due is working some hardship on us.

Yours very truly,
Fish-O-Matic, Inc.

EDWARD B. ARENSEN
President

EMA/ab

CONSOLIDATED FREIGHTWAYS
FORM FOR PRESENTATION OF LOSS OR DAMAGE CLAIMS
SEE INSTRUCTIONS ON REVERSE SIDE

Form 35
Rev. 7-60

CONSOLIDATED FREIGHTWAYS, 1932 Kelsey Ave. Date Dec. 5, 1962
(Street or P.O. Address of Claimant)
Toledo 5, Ohio (City) (State)
Claimants No. 6262

This claim for \$262.69 is made against the carrier named above by Fish-O-Matic, Inc.
(name of claimant)
for Miscellaneous in connection with the following described shipment:

Description of shipment Fish sealing machine Freight Bill (Pro) No. 820-517816 Date Sept. 19, 1962
From Fish-O-Matic - 1819 Starr Ave.
Shipper Trans-American to Consolidated Point of Origin 1819 Starr Ave. Toledo, O.
Consignee Bootn Fisheries Canadian Co. Ltd. Destination Winnipeg, Manitoba

STATEMENT OF LOSS OR DAMAGE

No. of Pieces	DESCRIPTION OF ARTICLES	AMOUNT OF LOSS OR DAMAGE
	Phone calls tracing \$9.40	
	Telegrams 510	
	Shipping damaged parts Dept. of Nat. Rev. 5.00	
	Service trip 98.00	
	Ship part by Trans Canada 5.59	
	Gas to Windsor to ship 9.40	
	Toll charges 1.20	
	Trip by Winslow to re-pair. Wages 3 days 64.50	
	Hotel 24.50	
	Taxi fares 7.00	
	Meals 33.00	
	TOTAL AMOUNT CLAIMED	262.69

THE FOREGOING STATEMENT OF FACTS IS HEREBY CERTIFIED TO AS CORRECT.

Fish-O-Matic, Inc.
(Signature of claimant)

TO BE COMPLETED BELOW THIS LINE BY CARRIER

Short or Damage Report No. Disposition of salvage
State exceptions noted to receive shown on B/L
Exceptions noted on Delivery Receipt
Signed

TO BE COMPLETED WHEN PAYMENT MADE BY AGENT

Station Agent's Claim No. Date
Paid by Draft No. Date Amount
Manager

Printed in U.S.A.

100
80

CONSOLIDATED FREIGHTWAYS
FORM FOR PRESENTATION OF LOSS OR DAMAGE CLAIMS
SEE INSTRUCTIONS ON REVERSE SIDE

Form 33
Rev. 7-60

CONSOLIDATED FREIGHTWAYS, 1832 Kelsey Ave. Date Dec. 5, 1962
(Street or P.O. Address of Claimant)
Toledo 5, Ohio
City State
Claimants No. 6262

This claim for \$ 262.69 is made against the carrier named above by Fish-O-Matic, Inc.
(name of claimant)
for Miscellaneous in connection with the following described shipment:
Description of Shipment: Fish O-Matic Machine, Ave. Freight Bill (Pro) No. 820-517016 Date Sept. 19, 1962
Shipper: Trans-American to Consolidated Point of Origin: 1819 Starr Ave. Toledo, O.
Consignee: Booth Fisheries Canadian Co. Ltd. Destination: Winnipeg, Manitoba

STATEMENT OF LOSS OR DAMAGE

No. of Pieces	DESCRIPTION OF ARTICLES	AMOUNT OF LOSS OR DAMAGE
	Phone calls tracing \$9.40 Trip by Windsor to re-	
	Telegrams 510 pair. Wages 3 days 64.50	
	Hotel 24.50	
	Dept. of Nat. Rev. 5.00 Taxi fares 7.00	
	Service trip 93.00 Meals 33.00	
	Ship part by Trans Canada 5.39	
	Gas to Windsor to ship 9.40	
	Toll charges 1.20	
	TOTAL AMOUNT CLAIMED	262 69

THE FOREGOING STATEMENT OF FACTS IS HEREBY CERTIFIED TO AS CORRECT.

(Signature of claimant)

TO BE COMPLETED BELOW THIS LINE BY CARRIER

Short or Damage Report No. Disposition of salvage
State exceptions noted to receive shown on B/I
Exceptions noted on Delivery Receipt
Signed

TO BE COMPLETED WHEN PAYMENT MADE BY AGENT

Station Agent's Claim No. Date
Paid by Draft No. Date Amount
Printed in U.S.A. Manager

BOOTH FISHERIES CANADIAN CO. LIMITED

2ND FLOOR, BALDWIN BUILDING
235 GARRY ST.

WINNIPEG 1. MAN.



Nov. 26th, 1962

Fish-O-Matic Inc.,
1932 Kelsey Avenue,
Toledo 5, Ohio.

Attention: Mr. E. D. Aranson

Dear Sir:

Further to your telephone call of a few days ago. We have had a very late freeze-up here and have had no opportunity to send you any Saugers for testing purposes. The weather here is still mild and by the time we do have Saugers the fresh fish market will absorb them and we will not be filleting any of these winter caught Saugers. The fact of the matter is that we will not have enough Saugers to give this machine a proper test until next September.

It was our understanding that we would have sixty days from the date the machine arrived to try it out during our Sauger season in September and October of this year. However, you are aware that we did not receive the machine until October 12th, 1962. This in itself was unfortunate, but what was more unfortunate was that neither ourselves nor your man could make this machine work satisfactorily. We were disappointed the machine did not do a job and, much as we regret having to do so, we can see no alternative but to return the machine to you.

Would you please advise us by return mail if there is any special trucking service you would prefer us to use to return this machine to you?

Yours very truly,

GHH:AC

c.c. R. G. Kentner, Chicago, Ill.

C. H. Handers
Branch Manager

November 29, 1962

Mr. G.H. Fenders
Booth Fisheries Canadian Co., Limited
2nd Floor Baldry Building
235 Garry St.
Winnipeg 1, Manitoba

Dear Mr. Fenders,

We can well understand your position in returning our machine to us. Unfortunately circumstances were against us this time. We do appreciate all your cooperation and consideration.

We have no specific trucking company in mind for shipping it back to us. Anyone you choose will be satisfactory to us. Just send it back collect and we will see that it is taken care of.

We are at the present time filing a claim against the trucking company that delivered the machine. We feel that we have every right to do so in that they took so much time to get it to you.

As we explained to you our problem with the machine is a matter of the shape of the scaler in proportion to the fish you desire to scale. This I am sure has been worked out here in our plant. We will want in the future when more saugers are available to have some for testing. You will undoubtedly hear from us at that time.

Thank you again for your cooperation and perhaps when your season arrives next September we can arrange something.

Yours very truly,

FISH-O-MATIC, INC.

EDWARD B. ARKINSON

EBA/ab

BOOTH FISHERIES CANADIAN CO. LIMITED

2ND FLOOR, BALDWIN BUILDING
235 GARRY ST.

WINNIPEG 1, MAN.



Sept. 5th, 1962.

Fish-O-Matic Inc.,
1932 Kelsey Avenue,
Toledo, Ohio

Attention: Mr. Edward D. Aranson

Dear Sir:

Following your visit to Winnipeg, and our subsequent discussions with Mr. Kentner, we are herewith placing our order for 1 Fish-O-Matic Scaling Machine to be shipped to Winnipeg the week of Sept. 10th, subject to the following conditions.

The machine to be invoiced to us at \$4,400.00 U.S. funds, F.O.B. Toledo, Ohio. We to pay duty and surcharge, also freight charges from Toledo to Winnipeg.

It is further understood that we are receiving this machine on a sixty day trial basis. If, at the end of the sixty day period, we have found the machine satisfactory in all respects we will forward cheque to you in payment for same. If, however, we, at that time, are not satisfied with the machine we will return it to you at Toledo - freight collect.

It is also our understanding that in our case you guarantee all parts and labor in manufacture for 180 days, and that all scaler tools are guaranteed for a period of one year. In your letter of May 2nd, 1962, you also indicated that you would furnish us with a guarantee bond from the New Amsterdam Casualty to cover guarantees.

I might mention here that we are not subject to sales tax on this machine. When shipping please airmail export papers to us immediately so that our brokers will not be held up in clearing the machine through customs.

BOOTH FISHERIES CANADIAN CO. LIMITED

2ND FLOOR, BALDWIN BUILDING
235 GARRY ST.

WINNIPEG 1. MAN.



- 2 -

It is our sincere hope that this machine will work effectively,
and if so you will undoubtedly have other orders from this area.

Yours very truly,

G. H. Henders
G. H. Henders
Branch Manager

GHH:AC

c.c. R. C. Kentner,
Chicago, Ill.

U. S. DEPARTMENT OF COMMERCE BUREAU OF THE CENSUS-BUREAU OF FOREIGN COMMERCE SHIPPER'S EXPORT DECLARATION		Form approved. Budget Bureau No. 41-1074.	
OF SHIPMENTS TO FOREIGN COUNTRIES OR NONCONTIGUOUS TERRITORIES OF THE UNITED STATES EXPORT SHIPMENTS ARE SUBJECT TO U. S. CUSTOMS INSPECTION READ CAREFULLY THE INSTRUCTIONS ON BACK TO AVOID DELAY AT SHIPPING POINT This form will not be granted until shipper's declaration has been filed with the Collector of Customs. The declaration should not be used to effect any exportation after the expiration date of the export license referred to herein, except as specifically authorized by export regulations. DECLARATIONS SHOULD BE TYPEWRITTEN OR PREPARED IN INK		CONFIDENTIAL <small>For use solely for official purposes authorized by the Secretary of Commerce. Use for unauthorized purposes is not permitted. (Title 18, Sec. 205 (b) C. F. R.; 19 U. S. C. App., 205a)</small>	
Do Not Use This Area		Do Not Use This Area	
1. EXPORTING CARRIER (If vessel, give name, flag and pier number)		2. FROM (U. S. Port of Export)	
3. EXPORTER (Principal or seller—licensee) FISH-O-MATIC, INC.		ADDRESS (Number, street, place, State) 1000 WEST 10TH, CLEVELAND, OHIO	
4. AGENT OF EXPORTER (Forwarding agent) TRANS-WORLD SHIPPING SERVICE, INC.		ADDRESS (Number, street, place, State) 255 BOARD OF TRADE BLDG., CLEVELAND, OHIO	
5. ULTIMATE CONSIGNEE FOOSH ENGINEERING COMPANY CO., LTD.		ADDRESS (Place, country) MANILA, PHILIPPINES	
6. INTERMEDIATE CONSIGNEE None		ADDRESS (Place, country)	
7. FOREIGN PORT OF UNLOADING (For vessel and air shipments only)		8. PLACE AND COUNTRY OF ULTIMATE DESTINATION (Not place of transship- ment)	
(9) MARKS AND NOS.	(10) NUMBER AND KIND OF PACKAGES, DESCRIPTION OF COMMODITIES, EXACT LICENSE NO. (Describe commodities in sufficient detail to permit verification of the schedule B commodity numbers assigned. Insert required revenue information on line below description of each item.)	(11) WEIGHT IN POUNDS (Required for vessels and air shipments only)	(12) \$ C F T S C E D U L E B C O M M O D I T Y N O. NET QUANTITY IN SCHEDULE B UNITS (State unit) VALUE AT U. S. PORT OF EXPORT (Selling price or cost if not made, less com- mission, freight, insur- ance and other charges to U. S. port of export) (Use unit value sheet with this form)
ADDRESSED	1 CASE CONTAINERS: CANNED PEACHES, 24-6. (FISH SCALING MACHINES)	500	2 70125 -- 4400
16. WAYBILL OR MANIFEST NO. (of Exporting Carrier)		17. DATE OF EXPIRATION (Not required for shipments by vessel)	
18. THE UNDERSIGNED HEREBY AUTHORIZES TO ACT AS FORWARDING AGENT FOR EXPORT CONTROL AND CUSTOMS PURPOSES EXPORTER FISH-O-MATIC, INC.		(Name and address—Number, street, place, State) TRANS-WORLD SHIPPING SERVICE, INC., 255 BOARD OF TRADE BLDG., CLEVELAND, OHIO (Duly Authorized BY OFFICER OR EMPLOYEE	
19. I DECLARE THAT ALL STATEMENTS MADE ARE ALL INFORMATION CONTAINED IN THIS EXPORT DECLARATION ARE TRUE AND CORRECT. I AM AWARE OF THE PENALTIES PROVIDED FOR FALSE REPRESENTATION. (See Paragraphs 1 (c), (d), on reverse side.)			
20. Subscribed and sworn to before me on _____, 19____		SIGNATURE _____ (Duly authorized officer or employee of exporter or named forwarding agent)	
		FOR FISH-O-MATIC, INC. (Name of corporation or firm and in company of agent, a. e., secretary, export manager, etc.)	
ADDRESS _____		ADDRESS 1000 WEST 10TH, CLEVELAND, OHIO	
TITLE OR DESIGNATION _____ <small>For use only by duly authorized officer or employee of exporter or of forwarding agent acting for exporter.</small>			
<small>* If shipper's weight is not available for each Schedule B item listed in column (10) included in one or more packages, insert the approximate gross weight for each Schedule B item. The total of these estimated weights should equal the actual weight of the entire package or packages.</small> <small>* Declaration keeps merchandise exempt from duty and reports of domestic manufacture produced in the United States or exempt from duties in the United States with "D." (See instructions on reverse side.)</small> CARRIERS, FORWARDERS AND EXPORTERS ARE REMINDED THAT IF A DESTINATION CONTROL STATEMENT IS REQUIRED, A SHIPPER'S EXPORT DECLARATION COVERING A GIVEN SHIPMENT, SUCH STATEMENT MUST ALSO APPEAR ON ALL COPIES OF THE BILL OF LADING AND COMMERCIAL INVOICE. (See Compendium)			
Do Not Use This Area		Do Not Use This Area	

[illegible]

Trans World Shipping Service, Inc., 505 Board of Trade Bldg., Toledo, Ohio

(M-A) — FORM OF INVOICE APPROVED BY CANADIAN CUSTOMS (1959)
FOR GOODS SOLD BY EXPORTER PRIOR TO IMPORTATION,
FOR ENTRY AT MOST FAVOURED NATION TARIFF RATES

Invoice No.

Place and Date... Sept. 19, 1962

Invoice of Fish Scaling Machine purchased
by North American Canadian Co., Ltd. of Winnipeg, Manitoba
from Fish-O-Matic, Inc. of Toledo, Ohio
to be shipped from Toledo, Ohio per truck

Terms

Country of Origin	Marks and Numbers or Packages	QUANTITIES AND DESCRIPTION OF GOODS	Fair Market Value at time and place of shipment in currency of country of export (See clause 5 in B of certificate of value herein)	Selling Price to the Purchaser in Canada (Specify currency of settlement)	
				@	Amount
U.S.A.	Addressed	1 Crates Containing: 1 Fish-O-Matic Scaling Machine F.O.B. TOLEDO	US \$ 4400.00	US \$ 4400.00	US \$ 4400.00

NOTE:

The following facts must be shown: Freight, if any, prepaid and charged; Freight, if any, prepaid and not charged; Freight, if any, allowed to be deducted by importer on settlement

(M) I, the undersigned, do hereby certify as follows:

1. That I am the duly authorized official exporter of Fish-O-Matic, Inc.
2. That the goods described in the within invoice are the property of Fish-O-Matic, Inc.
3. That the invoice contains a true and full statement showing the price actually paid or to be paid for the said goods, the actual quantity thereof and all charges thereon.
4. That there is included in the said invoice the true value of all cartons, crates, boxes and coverings of any kind and all charges and expenses incident to placing the said goods in condition for export to Canada.
5. That the fair market value of the goods at the time when and place from which the goods were shipped directly to Canada, of like goods when sold in the same or substantially the same quantity for home consumption in the ordinary course of trade under competitive conditions in the country of origin at that place and time when the goods were sold for home consumption, is not less than the aggregate of:
- (a) the cost of production of the goods exported; and
- (b) an amount not less than the same percentage of the cost of production of the goods exported as the gross profit on the similar goods is or the cost of production of the similar goods.
6. That the said fair market value is without:
- (a) any discount or deduction on account of quantity, allowed and deducted on invoices covering sales for home consumption in the country of export in the ordinary course of trade;
- (b) any deduction on account of any subsidy or drawback of Customs duty that has been allowed by the Government of any other country, or on account of any so-called royalty, rent or charge for use of any machine or goods of any description, that the seller or proprietor does or would usually charge thereon when the same are sold or leased or used for use in the country of export; or
- (c) any discount or deduction on account of the amount of consideration or money value of any special arrangement between any persons interested therein, because of the cooperation or intended cooperation of such goods, or the rights or territorial limits for the sale or use thereof.
7. That the fair market value of the goods described in this invoice is not less than the value thereof as above specified, such fair market value not to be less than the best of my knowledge and belief, been fixed and determined under the authority of the Customs Act of the country of origin.
8. That no different invoice of the goods mentioned in the said invoice has been or will be furnished to any one by me or on my behalf.
9. That no arrangement or understanding affecting the purchase price of the said goods has been or will be made or entered into between the said exporter and purchaser or by any one on behalf of either of them other than as shown on the said invoice, either by or on account of rebate, salary, compensation or in any other manner whatsoever.
- (A) That the goods on this invoice are bona fide the produce or manufacture of the country specified on the invoice in its country of origin.
- That each manufactured article on the invoice is in its present form ready for export to Canada has been finished in such specified country of origin and not less than one-half the cost of production of each such article has been produced through the industry of Toledo, Ohio.

Done at Toledo, Ohio

19th day of September 1962

(Signature)

NOTE.—When invoicing goods which have been finished in a country specified on the invoice as its country of origin from materials originating in a country or countries entitled to the benefits of the Most Favored Nation Tariff or the British Preferential Tariff, the names of the countries contributing to one-half the cost of production shall be shown on the invoice and on the certificate.

In the calculation of the cost of production for the purpose of determining the qualification for entry under the Most Favored Nation Tariff none of the following items are to be included or considered, viz:—

1. Freight, cartage and expenses of packing thereon.

2. Manufacturers or exporters profit or the profit or remuneration of any trader, broker, or other person dealing in the article in its finished manufactured condition.

3. Insurance or other duty or tax paid or payable on imported materials.

4. Customs duties, etc., from place of production or manufacture to port of shipment.

5. Any other charge incurred or to be incurred subsequent to the completion of the manufacture of the goods.

* If any freight is prepaid by the exporter and not charged, or is allowed to be deducted by the importer on settlement, a statement must be made on this invoice indicating whether or not the practice is consistent with the taxpayer's domestic market freight policy.

* Insert here name of country of destination.

(M-A) — FORM OF INVOICE APPROVED BY CANADIAN CUSTOMS (1959)
FOR GOODS SOLD BY EXPORTER PRIOR TO IMPORTATION,
FOR ENTRY AT MOST FAVOURED NATION TARIFF RATES

Invoice

Place and Date

Invoice of

purchased

by

of Toledo, Ohio

to be shipped from Toledo, Ohio

per truck

Terms:

Marks and Numbers on Packages	QUANTITIES AND DESCRIPTION OF GOODS	Country of origin (See clause 5 to 8 of certificate of value hereon)	Selling Price to the Purchaser in Canada	
	F.O.B. TOLEDO	U.S. \$ 4400.00	\$ 4400.00	\$ 4400.00

NOTE:

Amount of: Freight, if any, prepaid and charged.
Freight, if any, prepaid and not charged.
Freight, if any, allowed to be deducted by importer on settlement.

(M) I, the do hereby, certify as follows—

Fish-O-Latic, Inc.

- That I am the or official capacity name of exporter
- That the said invoice contains a true and full statement showing the price actually paid or to be paid for the said goods, the actual quantity thereof and all charges
- That there is included in the said invoice the true value of all cartons, cases, crates, boxes and coverings of any kind and all charges and expenses incident to placing condition marked ready for shipment to Canada:
That the said invoice also contains the fair market value, at the time when and place from which the goods were shipped directly to Canada, of like goods when sold in or on commercial quantities for home consumption in the ordinary course of trade under competitive conditions to purchasers located at that place with duty at zero's value and who are at the same or substantially the same trade level as the importer.
- That where like goods are not sold for home consumption in the circumstances described in the preceding section but where the goods shown on this invoice are similar to those sold for home consumption, the fair market value exhibited thereon is not less than the aggregate of:
(a) the amount that in the same circumstances of the cost of production of the goods exported to the gross profit on the similar goods is of the cost of production of the like
(b) any amount or deduction not shown, allowed and deducted on invoices covering sales for home consumption in the country of export in the ordinary course of trade;
(c) any amount or deduction of any value or drawback or Customs duty that has been allowed by the Government of any other country, or on account of any so-called or charge for use of any machine or tool of any description, that the seller or purveyor does or would usually charge thereon when the same are sold or leased or rented for use in the country of export; or
(d) an amount on account of the amount of consideration or money value of any special arrangement between any persons interested therein, because of the consideration of customs exemption of such goods, or the right to territorial limits for the sale or use thereof.
- That the fair market value of the said goods described in this invoice is other than the value thereof as above specified, such fair market value was, to the best of my knowledge, ascertained, been fixed and determined under the authority of the Customs Act at the value exhibited in this invoice.
- That no duties or taxes on the goods mentioned in the said invoice have been or will be collected in any way or on my behalf;
- That no arrangement or understanding affecting the purchase price of the said goods has been or will be made or entered into between the said exporter and purchaser or any one on behalf of either of them since such time as shown on the said invoice, either by way of discount, rebate, salary, compensation or in any other manner whatsoever;
- (A) That each article on this invoice is bona fide the product or manufacture of the country specified on the invoice as its Country of Origin,
(B) Each manufactured article on the invoice is in its present form ready for export to Canada has been finished in such specified country of origin, and not less than one-half the cost or consideration, on each such article has been produced through the industry of
employed in the business of manufacture or production rates in the British Preferential Tariff.

(Signature)

NOTE — When invoicing goods which have been finished in a country specified on the invoice as the country of origin from material originating in a country or countries entitled to the benefit of the Most Favoured Nation Tariff or the British Preferential Tariff, the names of the countries contributing to one-half the cost of production are to be included in the invoice for the purpose of determining the classification for entry under the Most Favoured Nation Tariff none of the following items are to be included in the invoice:
1. Transport charges and expenses of packing materials
2. Manufacturers' or exporters' profits or the profits or remuneration of any trader, broker, or other person dealing in the article in its finished manufactured condition,
3. Customs or excise duty or tax paid or payable on imported materials,
4. Insurance, warehouse, etc., from place of production or manufacture to port of shipment,
5. Any other charges incurred or to be incurred subsequent to the completion of the manufacture of the goods.
* If any invoice is prepared by the exporter and not charged, or is allowed to be deducted by the importer on settlement, a statement must be made on this invoice to the effect that the invoice is consistent with the exporter's documented market freight policy.
* Every invoice must be

Phone calls	9.40
Telegrams	5.10
Dept. of National Revenue	5.00
Trans canada Airlines ticket	98.00
Ship part by Trans Canada	5.59
Gas to Windsor 2 trips	9.60
Toll charges	1.20
Taxi fares	7.00
Meals and tips	33.00
Hotel	24.50
Wages 3 days Lloyd Winslow	64.50

262.49

CONSOLIDATED FREIGHTWAYS
FORM FOR PRESENTATION OF LOSS OR DAMAGE CLAIMS
SEE INSTRUCTIONS ON REVERSE SIDE

Form 23
Rev. 7-60

CONSOLIDATED FREIGHTWAYS, 1932 Melroy Ave. Date Dec. 5, 1962
(Street or P.O. Address of Claimant)
Toledo 5, Ohio (City) (State)
Claimants No. 6202

This claim for \$ 262.69 is made against the carrier named above by Fish-O-Matic, Inc.
(name of claimant)
for Miscellaneous in connection with the following described shipment:
Description of shipment Fish cooling machine Freight Bill (Pro) No. 620-617816 Date Sept. 12, 1962
Shipper Trans-American to Consolidated Point of Origin 1819 Starr Ave. Toledo, O.
Consignee Booth Fisheries Canadian Co. Ltd. Destination Winnipeg, Manitoba

STATEMENT OF LOSS OR DAMAGE

No. of Pieces	DESCRIPTION OF ARTICLES	AMOUNT OF LOSS OR DAMAGE
	Phone calls tracing \$9.40	
	Trip by Windsor to repair. Wages 3 days 64.50	
	Telegrams 5.10	
	Hotel 24.50	
	Sept. 8. Int. Rov. 5.00	
	Taxi fares 7.00	
	Service trip 93.00	
	Meals 33.00	
	Ship part by Trans Canada 3.00	
	Gas to Windsor to ship 9.40	
	Toll charges 1.20	
	TOTAL AMOUNT CLAIMED	262.69

THE FOREGOING STATEMENT OF FACTS IS HEREBY CERTIFIED TO AS CORRECT.

(Signature of claimant)

TO BE COMPLETED BELOW THIS LINE BY CARRIER

Short or Damage Report No. Disposition of salvage
State exceptions noted to receive shown on B/L
Exceptions noted on Delivery Receipt
Signed

TO BE COMPLETED WHEN PAYMENT MADE BY AGENT

Station Agent's Claim No. Date
Paid by Draft No. Date Amount
Printed in U.S.A. Manager

Yuki
cc to Mrs. H
4/9/62 S.F.
Bj

Consolidated Freightways,
Sleepers Drivers
413 Russel Ave.
Cheyenne, Wyoming

ADMINISTRATIVE FILE

Consolidated Freightways
X Fish, W.E., et al.

X

James R. Hoffa
General President
25 Louisiana Ave. N.W.,
Washington 1, D.C.

April 6th. 1962

Dear Sir:

It has come to the attention of several sleeper drivers, including myself, of Consolidated Freightways petition for a change of operations, consisting of moving the Cheyenne and Billings based sleeper drivers to Portland Oregon and running straight through to Chicago and various points east.

I have talked to several drivers based in Chicago; Billings, and Cheyenne. The majority of drivers I talked to do not wish to run straight through. In fact they are satisfied with the present break points.

At present we are sometimes away from home as high as 10 days at a time. If C.F. is granted the right to run straight through it is obvious we would at times be gone from home possibly as high as 14 to 20 days at a time. This would create a hardship on our families and a high degree of dissention. We do not wish to become a band of, (wandering gypsies or nomads).

If you find it necessary to grant the move, we, the undersigned sleeper drivers respectfully request that you order a vote to be taken amongst the sleeper drivers affected by the above mentioned change of operations, concerning the right to run straight through.

Sincerely,

W. E. Fish
W.E. Fish

R. I. Blunkett
W. E. Wilson
H. E. Evans
L. Campbell - ligo
R. K. Bauer
C. A. Back
A. J. Richardson
David E. Campbell - ligo
Alfred E. Swanson - ligo
W. W. Witty - ligo



Consolidated Freightways,
Sleepers Drivers
413 Russel Ave.
Cheyenne, Wyoming

ADMINISTRATIVE FILE

Consolidated Freightways

X *Fish, W. E.*

X

James R. Hoffa
General President
25 Louisiana Ave. N.W.,
Washington 1, D.C.

April 6th. 1962

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If you find it necessary to grant the move, we, the undersigned sleeper drivers respectfully request that you order a vote to be taken amongst the sleeper drivers affected by the above mentioned change of operations, concerning the right to run straight through.

Sincerely,

W. E. Fish
W. E. Fish

R. T. Blunk
W. E. Fish
H. J. E. and
L. Campbell - chgo
R. K. Bauer
C. A. Back
G. J. Richardson
David E. Campbell chgo
Alfred E. Swanson - chgo
W. W. Witz - chgo

ADMINISTRATIVE FILE

Consolidated Freight-
ways

X

December 12, 1962

Mr. G. L. Smith, Director
Eastern Labor Relations
Consolidated Freightways
1540 West Market Street
Akron 13, Ohio

Dear Mr. Smith:

We have your letter of December 10th, and I would suggest you call Larry Steinberg, Personal Representative of the General President, at the Andrew Jackson Hotel in Nashville, Tennessee, and he will be happy to set up the requested appointment with the General President.

Very truly yours,

H. J. Gibbons
Executive Assistant to the
General President

HJG/yk
cc: Larry Steinberg



TELEPHONE
TEMPLE 4-4911
CONSOLIDATED FREIGHTWAYS
CORPORATION OF DELAWARE
1840 WEST MARKET ST.
AKRON 13, OHIO

December 10, 1962

Mr. James R. Hoffa, President
International Brotherhood of Teamsters
25 Louisiana Avenue, N. W.
Washington 1, D. C.

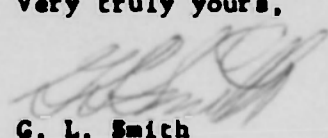
Dear Jim:

As you are aware our company has over the past two years been going through a large reorganization program and with your cooperation we have made progress toward a sound operation. There are still numerous changes needed and it is with this thought in mind that I am writing to you to request the opportunity for Mr. Rex Wellman, Central Area Labor Relations Director, and myself to discuss some of the changes necessary to move forward on this overall program.

We are appreciative of the demands made on your time and do not want to burden you with any unnecessary details in this letter but basically the operating people are requesting certain changes regarding elimination of unprofitable runs, combining runs to improve load factor, etc. If your schedule is such that we could meet in the near future, would you be so kind as to inform me of the time, date and place, and we will make ourselves available. I await your reply.

Wishing you and yours a very Merry Christmas!

Very truly yours,


G. L. Smith
Director, Eastern Labor Relations

GLS:fs

cc: Mr. C. R. Christensen, Manito Park
Mr. Rex Wellman, Bellwood

ADMINISTRATIVE FILE

Consolidated Freightways

X Smith, G. L.

X

October 18, 1961

Mr. G. L. Smith
Director Eastern Labor Relations
Consolidated Freightways
1540 West Market Street
Akron 13, Ohio

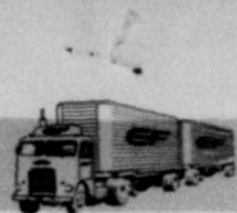
Dear Mr. Smith:

I have your letter of October 16, 1961
and have arrange my schedule to meet with you on
Tuesday, October 24th at 2:00 P. M. in my office
in Washington, D. C.

Very truly yours,

James R. Hoffa
General President

JRH/yk



CONSOLIDATED FREIGHTWAYS

1540 WEST MARKET STREET
AKRON 13, OHIO

October 16, 1961

Mr. James R. Hoffa, President
International Brotherhood of Teamsters
25 Louisiana Avenue, N. W.
Washington 1, D. C.

Dear Jim:

For sometime we have been making changes in our company attempting to eliminate our tremendous losses and gain an efficient and profitable operation. You have been most helpful in this, and I am sure you are aware that my company and I are most appreciative of your cooperation.

When Consolidated Freightways obtained Motor Cargo and the numerous other companies it was necessary to eliminate a great deal of duplication which has been accomplished. However, we are still maintaining two complete accounting departments, one in Portland, Oregon and the other in Akron, Ohio. We are now in a position of being able to combine this operation and put all the accounting, including payroll, in Portland, Oregon. However, this would necessitate a change in our payroll in the Central States and Eastern Area. With this in mind I would be most appreciative if it would be possible to arrange a meeting with you at your earliest convenience to discuss changing the pay period which in turn would enable us to go forward on the above.

I will await your reply.

Very truly yours,

G. L. Smith
Director Eastern
Labor Relations

GLS:fs

ADMINISTRATIVE FILE

Consolidated Freightways, Inc.
X

September 14, 1961

Mr. C. R. Christensen, Vice President
Consolidated Freightways Inc.
Menlo Park, California

Dear Chris:

I have your letter of September 11th
inviting me to your meeting in Portland, Oregon on
December 12. This is the week that we have our quarterly
grievance meeting in Chicago. Therefore, I regret that I
am unable to accept your invitation.

With best wishes for a successful meeting.

I am

Very truly yours,

James R. Hoffa
General President

JRH/yk

CONSOLIDATED FREIGHTWAYS INC. *Menlo Park, California*

O. R. CHRISTENSEN, VICE PRESIDENT-OPERATIONS

September 11, 1961

Mr. James R. Hoffa, General President
International Brotherhood of Teamsters
25 Louisiana Avenue, N. W.
Washington 1, D. C.

Dear Jimmy:

CF is going to have a meeting in Portland, Oregon on Tuesday December 12 of all of our Division Managers in the entire United States plus many of our management and staff people from our general office and area offices. There will be over 50 such people in attendance.

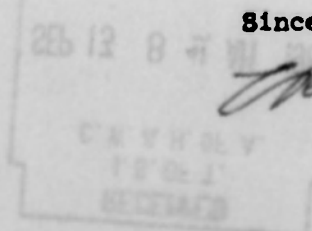
I know you are a real busy man, but we would appreciate it a great deal if you could address our people at a luncheon on Tuesday December 12. If that particular day does not fit in with your plans we could schedule it for either December 11 or 13.

These will be Division Managers from the east coast to the west coast responsible for our operations all over the United States. I would personally appreciate it a great deal if you could arrange to fit this in your busy schedule, and should you be able to do so I would like to have Smitty fly west with you and look after whatever arrangements are necessary. Please let me hear from you.

Best personal regards.

Sincerely,

[Signature]



✓ ADMINISTRATIVE FILE ✓

Consolidated Freight-
■ Wages, Inc.
x Christensen, C.R.

September 12, 1961

Mr. C. R. Christensen, Vice President-Operation
Consolidated Freightways, Inc.
Meno Park, California

Dear Chris:

I have your letter of September 7, 1961.

Please call my secretary when you are ready for a meeting
and she will set up the time and place.

Very truly yours,

James R. Hoffa
General President

JRH/yk

CONSOLIDATED FREIGHTWAYS INC. *Menlo Park, California*

C. R. CHRISTENSEN, VICE PRESIDENT-OPERATIONS

September 7, 1961

Mr. James R. Hoffa, General President
International Brotherhood of Teamsters
25 Louisiana Avenue, N. W.
Washington 1, D. C.

Dear Jimmy:

Under separate cover, I am sending to you by U. S. Mail four of our model sets of CF Twinliner units. I would appreciate it if you could arrange to display one of them prominently in your office and sometime in the next 30 - 60 days I would like to get together with you and have a discussion concerning this type of equipment and some ideas I have on doubles equipment.

I would appreciate it if you would give one set to Jim Harding and do whatever you wish with the other two. You might like to have one of them at home.

I am sure you are relieved as I am that the Western negotiations are now behind us and we can divert our energies to other matters. Will look forward to seeing you before too long.

Best personal regards.

Sincerely,

chr

SEP 11 8 54 AM '61

RECEIVED
1961
SEP 11

ADMINISTRATIVE FILE
Consolidated Freightways
X
X

Press Intelligence, Inc.
WASHINGTON 1, D. C.

DENVER (Colo.)
POST

Circ.: a. 253,510
S. 334,121

Front Page Left Page Other Page 10

Date: OCT 28 1959

Hoffa Denver Trip Gains Truce in Row

James R. Hoffa, controversial strength with a record membership of the International Teamsters Union, returned to his headquarters in Washington early Wednesday after spending a full day in Denver seeking to settle a dispute involving a local trucking firm evicted in interstate business.

While here, the barrel-chested, energetic union official was bitterly critical of U.S. Sen. John F. Kennedy (D) of Massachusetts for his part in sponsorship of the labor reform bill passed by the last Congress.

Hoffa said Kennedy "has as much chance of being elected president as I have."

He termed the new labor act "nothing but a union busting device" and said "do-gooders and labor haters" who sponsored it will be in trouble in the 1960 election.

"I have repeatedly offered to debate the bill with Kennedy in front of labor people but he has refused," Hoffa said.

He said his union is strongly back of steelworkers in their current strike and has offered them financial and economic assistance. He criticized President Eisenhower for invoking the Taft-Hartley Act in the strike.

The teamster boss boasted that his union is at the peak of its

largest labor organization in the world. He added that the members are solidly behind his leadership despite his difficulties with congressional investigating committees and court-appointed monitors.

He said he had become increasingly concerned of late over elimination of workers in industry by machines "through the insatiable desire of big business for more and more profits."

Hoffa came here to confer with his union officials of 11 western states and representatives of Consolidated Freight Lines of Denver in a dispute involving over-the-road truck drivers.

The question was whether the drivers could run their trucks all the way from the West Coast to Chicago and the eastern seaboard without changing drivers in Denver and Montana, as is now the case.

Hoffa announced after the conference that the company had agreed to maintain the present system of operation pending future negotiations.

Mr. Hoffa
took original
to Chicago.

ADMINISTRATIVE FILE

Consolidated Freightways

X

X

Dear Sir and Brother :

with respect to the question raised by you concerning a new operation by Consolidated Freightways, I believe the solution to that problem should be arrived at as follows :

Subtract the rate of 9.2 cents per mile from that of 11.11 cents which is the rate for a two man operation and add the difference to the rate of 10.35 cents per mile for a double bottom operation and you will arrive at a rate of 12.26 cents per mile.

I believe that this is the proper rate for the operation in discussion .

Fraternaly yours,
↑

James R. Hoffa,
General President

OVER THE ROAD, TRANSFER, COOL STORAGE, GROCERY & MARKET DRIVERS.
HELPERS & INSIDE EMPLOYEES UNION

LOCAL NO. 544

INTERNATIONAL BROTHERHOOD OF TEAMSTERS, CHAUFFEURS, WAREHOUSEMEN
AND HELPERS OF AMERICA
705 FIRST AVENUE NORTH
MINNEAPOLIS 3, MINN.

August 24, 1959

Mr. James R. Holla, General President &
Chairman, Central States Conference of Teamsters
International Brotherhood of Teamsters, Chauffeurs,
Warehousemen & Helpers of America
25 Louisiana Ave. N.W.
Washington, D. C.

Dear Sir and Brother:

Central States Conference of Teamsters has put in a new operation with a new type of equipment for the area between Minneapolis and Billings, Montana. This is a double-bottom sleeper operation. There is no scale in the Central States Area Agreement to cover this operation and also understand that in a case of this type when a new type of equipment is being put into operation, that Articles in the Central States Agreement cover further negotiations for scales under these circumstances. This operation was not discussed with this Local Union.

Will you please notify me at your earliest convenience what position we should take on the above. If any more information is needed, please feel free to contact the writer.

Fraternally yours,

Fred V. Snyder
Secretary-Treasurer

FVS:mp
OEIU#12

ADMINISTRATIVE FILE

Consolidated Freight-
ways, Incorporated
X

July 20, 1959

C
O
P
Y

Mr. James W. Tanner
Consolidated Freightways, Inc.
454 Peninsular Ave.,
San Mateo, California

Dear Mr. Tanner,

I am enclosing the materials which you were good enough
to lend to Bud Woodard which indicated the types of commodities
currently being hauled by various tanker divisions of your com-
pany.

Thank you very much for your co-operation.

Very truly yours,

Abraham Weiss,
Economist

AW:ia

Enclosure



CONSOLIDATED FREIGHTWAYS INC.

ADMINISTRATIVE FILE

Consolidated Freightways, Inc.

X Wellman, Rex J.

X Rail Trailers

AIR MAIL
SPECIAL DELIVERY

P.O. Box 55171 Uptown Station
Indianapolis 5, Indiana
February 24, 1959

Mr. J. R. Hoffa, President
International Brotherhood of Teamsters
Eden Roc Hotel
Miami Beach, Florida

Dear Mr. Hoffa:

When Mr. Jensen and I met with you and Mr. Kavner in your office on Monday, January 26, 1959 to discuss piggyback operations, you advised you proposed to schedule a meeting in Chicago sometime during the week of March 9, to discuss piggyback operations.

Since we did not have any further information on a meeting scheduled, I telephoned your office today to inquire about the proposed meeting, also to request a meeting with you next week. I talked with Mr. Kavner of your office. He suggested I write you regarding the proposed Chicago meeting. Is such a meeting scheduled as we discussed, if so where is it to be held and what date?

Mr. Jensen and I would like to meet with you and anyone else you wish in attendance, in your office, or any location convenient to you, on Tuesday, March 3, to discuss further with you the piggyback operations.

If this date is not satisfactory we would appreciate an alternate date during the week of March 2, 1959. We propose to have our Mr. C. R. Christensen, Executive Vice President, and our attorney accompany us.

We would appreciate your advising by return air-mail if you can meet with us on Tuesday, March 3, or alternate date.

We do want to meet with you prior to the proposed meeting in Chicago and prior to the March 18 and 19, Joint Area Meeting.

With best personal regards, I remain,

Sincerely,

Rex J. Wellman
Director of Operations

WESTERN UNION

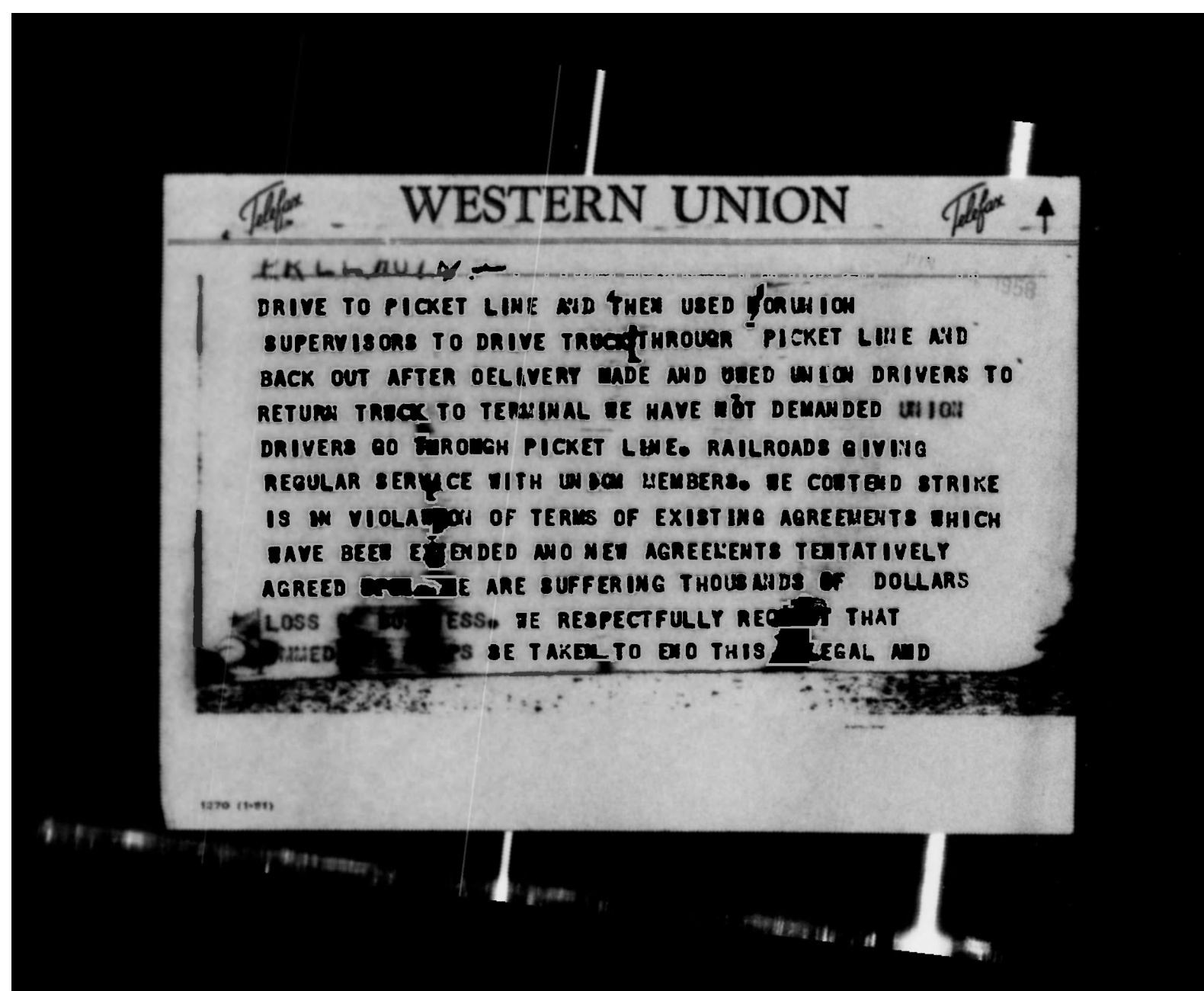
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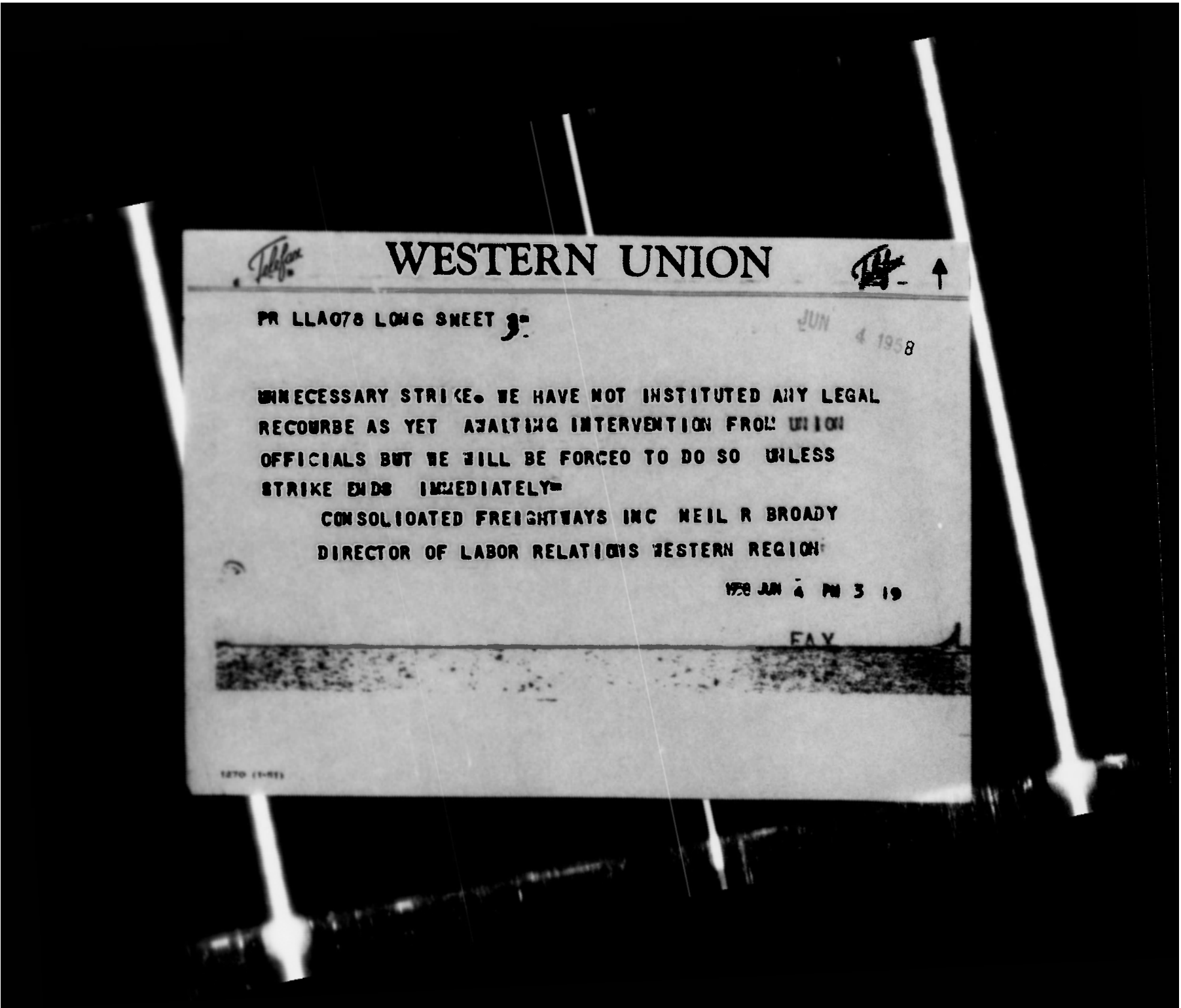
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EINAR MONN PRESIDENT, WESTERN CONFERENCE OF TEAMSTERS-
TEAMSTER BLDG WASHDC (Sheet 2 of 3)

THIS IS TO ADVISE THAT CONSOLIDATED FREIGHTWAYS
TERMINAL AT THE DALLES OREGON BEING PICKETED BY
TEAMSTERS UNION. SITUATION INVOLVES ORGANIZATIONAL
PICKET LINE AROUND HARVEY ALUMINUM COMPANY A REGULAR
CUSTOMER OF CF HARVEY ALUMINUM COMPANY DEMANDING THAT
WE GIVE SERVICE AND THREATENS INADEQUATE SERVICE
COMPLAINT WITH ICC AND DAMAGE SUIT WE HAD DRIVERS

THE COMPANY WILL APPRECIATE DISCUSSION FROM ITS EMPLOYEES CONCERNING ITS SERVICE
Satisfied by conference between *Consolidated Freightways*
+ Co. officials. *Harvey Aluminum Co.*

1070 (1-51)





✓ ADMINISTRATIVE FILE ✓

Consolidated Freightways, Inc.

X Sleeper-Cabs

X

January 17, 1955

Mr. Neil M. Broady
Director of Industrial Relations
Consolidated Freightways, Inc.
Post Office Box 361
Portland 8, Oregon

Dear Mr. Broady:

This will acknowledge receipt of your letter of January 10, enclosing a copy of Mr. A. F. Hudson's letter dated January 4, suggesting that representatives of Consolidated Freightways meet with representatives of the Western Conference of Teamsters to discuss your proposal to operate 2-man sleeper through service between Chicago, Illinois, and Oakland, California.

In our letter to you of December 26, 1954, we pointed out that such operation would violate section 6 of the "rider" to the existing contract between Consolidated and the Western Conference. As stated in your letter of January 4, 1955, addressed to Mr. Arthur L. Griswold, the same and other similar changes in Consolidated's operations between Chicago and the Pacific Coast have frequently been discussed between representatives of Consolidated and the Western Conference of Teamsters and no agreement has ever been reached.

Last June when the present contract was negotiated, representatives of Consolidated made no request to change its operations between Chicago and the Pacific Coast, and for this reason the Western Conference naturally considered the matter closed.

Under all the circumstances, we do not think that further meetings, at this time, between representatives of Consolidated and the Western Conference would serve any useful purpose.

Very truly yours,

John J. Sweeney
Secretary-Treasurer

cc: Mr. Dave Beck
Mr. M. J. Nealy
Mr. Joseph Diviny
Mr. Verne Milton
Mr. J. M. Hoffa
Mr. John O'Brien
Mr. Clyde Crenky
Mr. John Bridge
Mr. A. F. Hudson

Mr. S. L. Brennan
Mr. Ted St. Peter
Mr. F. B. Woodard
Mr. R. Christensen

COPY

2-4
CONSOLIDATED



Administrative File
Consolidated Freightways, Inc.
Sleeper - Cab
FREIGHTWAYS INC.

December 30, 1955

Mr. John J. Sweeney, Secretary-Director
Western Conference of Teamsters
553 John Street
Seattle 9, Washington

Dear Mr. Sweeney:

This will acknowledge receipt of your letter of December 28, 1955 on the subject of our approved application to the Central States Drivers' Council to operate 2-man sleeper through service between Chicago, Illinois and Oakland, California.

Representatives of the Western Conference of Teamsters have, heretofore, taken the position that Consolidated Freightways is not allowed to operate regular sleeper cab operations under our existing sleeper contract. Frequently, your representatives have pointed out that the language of Section 8 of Article III of our Dry Freight Agreement reads as follows:

"Sleeper cab operations will only be used for handling the extra non-scheduled trips necessitated by overloads on regular schedules or to give occasional service to off-route points not serviced by regular schedules."

We have protested that we believe this position to be an injustice, as we have always contended we should be allowed the same operating methods as our competitors. Our files are full of correspondence wherein we have requested the opportunity to operate transcontinental sleepers in the same manner as our competitors.

We would very much desire to have the same privileges to operate sleepers within the Western states as your Conference has granted our competitors.

Our present sleeper cab agreement and its riders and restrictions cover only overflow freight and has no relationship with the type of operation that has been worked out with the Central States Drivers' Council.

Our new operation between Chicago and Oakland will operate over new routes. We will not by-pass existing breaking points. We will not go through these established breaking points. The presently established overflow sleeper operations will continue without change.

Mr. John J. Sweeney
Western Conference of Teamsters
Page 2

30, 1955

We have worked out a satisfactory agreement with the Central States Drivers' Council.

We believe we are obligated by the terms of our agreement with the Central States Drivers' Council.

We have no desire to become involved in any differences that may or may not exist between the Central and Western Conferences.

Sincerely yours,

CONSOLIDATED FREIGHTWAYS, INC

Neil
Industrial Relations

sent
Representative
C. R. Christensen - CF Executive Offices

File 1/31

ADMINISTRATIVE FILE
Consolidated Freightways, Inc.
X Sleeper Cabs
X

December 28, 1965

Mr. Neil R. Bready
Director of Industrial Relations
Consolidated Freightways, Inc.
Post Office Box 3618
Portland 8, Oregon

Dear Mr. Bready:

This refers to your letter of November 28, 1965, addressed to Mr. Arthur F. Hudson, Executive Secretary, Central States Drivers' Council, concerning the application of Consolidated to establish two-man sleeper through service between Chicago, Illinois, and Oakland, California, thereby, by-passing our existing breaking points as outlined in the existing agreement with the Western Conference of Teamsters; and your subsequent telephone conversation with Vance Hilte and the undersigned advising that this application had been approved by the Central States Drivers Council and its Chairman, James R. Haffa.

This matter was presented to the Policy Committee of the Western Conference of Teamsters on December 16 and 17, 1965, and after thorough consideration, that committee, by unanimous action, determined that the existing contract between Consolidated and the Western Conference of Teamsters must be observed.

We wish to call your attention to the following provisions contained in the "rider" to that contract:

"6. No sleeper cab shall operate from the Central States into the Eleven Western States other than over U. S. Highway No. 20 into Casper, Wyoming, and at that point the Western Conference of Teamsters shall assume jurisdiction and members of local unions affiliated with the Western Conference of Teamsters shall operate said sleeper cab in all directions except the return trip over U. S. Highway No. 20 from Casper, Wyoming, into the Central States. * * *

7. In the event that Casper, Wyoming, proves impracticable, then the breaking point and route may be changed by mutual

COPY

Mr. Neil E. Brady

-2-

Dec. 26, 1955

agreement but subject to the general provisions and policy set out above."

Please be advised that any violation of the provisions of this agreement will be met with immediate economic action.

Very truly yours,

John J. Swanney

JJS:mp

cc: Mr. C. E. Christensen
Consolidated Freightways

Mr. Raye Heck, General President
International Brotherhood of Teamsters

Mr. Clyde Crosby, International Representative

All Secretaries of Joint Councils of the
Western Conference of Teamsters

COPY

CONSOLIDATED



FREIGHTWAYS INC.

ADMINISTRATIVE FILE

Consolidated Freightways

X

X

P. O. Box 3618
PORTLAND 8, OREGON
April 2, 1954

Mr. Dave Beck
International Brotherhood of Teamsters
552 Lenny way
Seattle, Washington

Dear Mr. Beck:

Mr. Zahniser asked me to send you several copies
of the 25th Anniversary Edition of "Action".

Your letter appears on Page 8.

Sincerely,

Labor Relations Department

By *Jeannine Salumbo*

Jp
Enc.

ACTION

Vol. VIII, No. 3

March 31, 1954

25th ANNIVERSARY SALES CONFERENCE EXTRA

"EVERY FREIGHTER SELLS" KEYNOTES 1954 SALES MEET



(ABOVE) Cake replica of famous Freightliner truck and trailer honors Lee James and CF for 25 years' outstanding service to the industry. Unveiling of model was feature of Monday morning's breakfast program. Oregon Trucking Association secretary Bob Knipe made presentation on behalf of host of Mr. James' long-time associates in the state.

(RIGHT) Real meaning of Green Point was told the assembly on Monday by Ray Doherty, vice president, Administration and Personnel. "The Master Painter" (as Bill Myrin called him) said "A Green Painter is a Freightliner who is really sold on his job and on his Company!" As they entered Monday's meeting, all conferencees received new Green Painter pins (insert). Ray explained how every Freightliner can join sales force in wearing sterling silver paint brushes in 1954 by doing a job in "Every Freightliner Sells" or otherwise spread Green Paint.

(FAR RIGHT) Welcoming smile and copy of Conference program were awaiting air traveler John O'Brien, Chicago sales representative, upon arrival Sunday evening. Scene is CF's registration desk at Multnomah Hotel and charming Freightliner is Delores Cook, secretary to Vice President Orrin Fraley. That's Calman French, ext. sales manager, with the telephone.



Entire Direct Sales Force Grooms Silver Anniversary At System Conference

Consolidated's 25th Anniversary April 1 was previewed enthusiastically by the biggest sales conference in Company history March 29-31 at the Multnomah Hotel in Portland. Every member of the direct sales force—150 Terminal Managers and Sales Representatives—enjoyed a three-day meeting packed with ideas, information and inspiration.

From the welcomes extended at Monday's opening breakfast to the closing banquet Wednesday night, the sales force was impressed with the fact that it was *their* meeting, that this is *their* year.

Theme of the entire meeting was that the finest sales force in the trucking industry—25 years in the building—must be prepared to face its greatest test in 1954. It was clearly pointed out that the progress of the Company as it enters its second quarter-century of service will depend largely on the success of the direct sales force in keeping shippers sold on CF service. This meeting proved they're ready to meet the challenge.

The Anniversary Year is also the year when "Every Freightliner Sells" as never before, and the conference emphasized that the entire organization is geared to back up the sales effort. Every employee plays a part in producing the service. Schedule performance, claim prevention, accurate billing, courteous telephone service, dependable equipment—all are vital in keeping customers. And every Freightliner can also help sell the Company and its services to the people he sees everyday. The CF sales force is actually 3,000 strong.

As Orrin Fraley, vice president in charge of traffic and sales, summed up at the close of the formal conference sessions:

Our Anniversary Year is sure to be a successful sales year because the sales force will have so much help. For 25 years we have been building an institution devoted entirely to serving the needs of shippers. Sales and service are always inseparable, and we have an organization of 3,800 trained, experienced men and women who know they are selling by serving. They sell well because they serve well.



ACTION

Published by the
Administration and Personnel
Department of
Consolidated Freightways
General Offices:
Portland 8, Oregon
ROD ADAIR, Editor

Vol. VIII, No. 3 March 31, 1954

This issue of ACTION goes to 11,500 employees of Consolidated Freightways, to the 4,800 employees of the Company, and to the 300 men and women of Freightliner Corporation, Howard R. Williams, Inc. and Pacific Motor Company.

A SALUTE

ACTION, which like every other Freightier depends on the successful efforts of the sales force for its bread and butter, is proud to mix its metaphors and offer this issue as a salute to the men who "bring home the bacon".

The complete program of the 25th Anniversary Sales Conference is reproduced on page eight. Although we couldn't give detailed coverage of every speaker and every item, we've tried—through pictures—to give our readers a glimpse of the events and highlights of the meeting.

More than 200 Freightiers and special guests at the Silver Anniversary banquet, final event of the Sales Conference, were treated to first copies of this ACTION EXTRA.



(Above) LATE-HOUR PREPARATION for reception of sales force included hazardous chore of spreading Welcome sign across lobby of Portland's Hotel Multnomah. Colman French, perched atop ladder, smooths out wrinkle, while B. H. Tomlinson gives the final pull.



(Left) IN OPENING address "Why Are We Here?", Orrin Fraley, vice president, Traffic and Sales, sounds keynote of conference, tells direct sales force, "Our product is outstanding — our product is service." Orrin called for intensified sales effort to meet the challenge of "\$40 Million in '54."

WE HAVE COME

... to exchange
our ideas

... to solve our
problems

... to gain
inspiration

— ORRIN FRALEY —



INFORMAL STAIRWAY meeting gave opportunity for Monday's luncheon speaker "Bert" Soher (center) to chat briefly with Jack Sneed, executive vice president, and Edgar Smith, who is CF's newest board member.



(Left) BILL MYRIN makes table rounds during luncheon, chats with special guests Ed Barry, manager, Pacific Inland Tariff Bureau, (left), and Arlus Morris, assistant manager.



BETWEEN SESSIONS. Old friends greet and new ones meet.



PANEL ON "Sales Aids and Expense Accounts" brought to light some interesting queries from the audience during question period.



"THE LINEUP." Fans of Connie Freightways brandish programs, wait impatiently for autographs. Connie four Terminal Topics pin-up queen! had role in Sales Package of the Month presentation during Conference's first day. These bold fellows have are (from left) Ernie Orlando, Helena manager; Dan Peterson, Minneapolis sales manager; Jim Houser, Oakland sales representative and Merton Long, Klamath Falls manager.

25-YEAR-CLUB ORGANIZED



LEE JAMES

Thirteen of Consolidated's veteran Freighters chartered the Company's newest club, the organization of 25 year men. These pioneers, all of whom will enter a quarter-century of service with CF during the coming year, were honored guests at the 25th Anniversary eve banquet. Reminiscing about the past and planning for the future were Lee James, president and founder; Byron Bell, Portland transport operator; Harold Culp, Portland journeyman mechanic; Art Ford, Medford driver-salesman; Max Jensen, superintendent of transportation; Fred Leibold, manager, Employee Welfare Department; Leo McCorkle, Los Angeles terminal manager; L. F. McCroskey, secretary, Employees Benefit Association; H. H. (Babe) Nash, assistant director of arduous dispatch; Eric Rendahl, Portland shop equipment engineer; Crate Reeves, superintendent, Macey Manning Department; Bill Smith, terminal production analyst; Lew Shields, Portland driver-salesman, was unable to take part because of illness.



BYRON BELL



HAROLD CULP



ART FORD



MAX JENSEN



FRED LEIBOLD



LEO MCCORKLE



L. F. MCCROSKEY



H. H. NASH



CRATE REEVES



ERIC RENDAH



LEW SHIELDS



BILL SMITH



BIGHT UP to registration time on Sunday. General Sales shirt-sleeve brigade continued decorating walls and halls with inspiring banners. Here, Thor Sande, chief clerk, and Bill Myrin take message literally as sign is hung with care.



FATHER AND SON TEAM get warm welcome to the Conference. Assistant Sales Manager Jack McConnell, dean of General Sales Department, registers along with son Lane, sales representative at Wenatchee. Dolores Cook does the honors with identification tags.

"GREEN PAINT COMMITTEE" PLANS SALES CONFERENCE

These men planned Silver Anniversary Sales Conference and CF's sales program for 1954. They conceived the idea, planned the details, saw their work rewarded with enthusiastic response from CF's direct sales force. Seated at table, from left, Colman Freoch, assistant sales manager; Orrin Fraley, vice president, Traffic and Sales; Bill Myrin, general sales manager, and Ray Doherty, vice president, Administration and Personnel Standing, Bill Grant, administrative assistant to Doherty; Loyd Arnold, Portland sales manager; Rod Adair, manager, advertising and publications; John Simon, The Simon Company advertising agency, and Bill Tomison, assistant sales manager. Missing is Charles Christensen, Portland manager.



THREE "NELLSONS" Ruben, Frank and Jim—Minneapolis sales representative, Redmond manager and Fargo manager respectively—discuss family lineage for possible ancestry connection. "We're not related," they decide. Frank has just been promoted from his sales rep post at Redmond. Jim recently took over the Fargo terminal and, by so doing, left Ruben as the sole possessor of the Nelson name on the Minneapolis sales force.

NEWEST TERMINAL MANAGER Jay Krohn, who takes over as manager of our reactivated Bend terminal on April 5, goes over Conference program with Samie Janisch, who was named Minneapolis terminal manager just one month ago. Jay had been supervisor in the general warehouse and moving department.



ATTENTIVE FACES of gathered Freighters reveal serious note at conclusion of one of half-dozen speeches during first day.



PORTLAND'S MAYOR FRED PETERSON, who welcomed Freighters to "City of Roses" during breakfast. Remains for personal word with Lee James on opening day of Company's 25th Anniversary Sales Conference.



CF's Direct Sales Force at the

EASTERN DIVISION



A. C. BERBERMAN
Division Superintendent
Minneapolis



G. L. MURRAY
Terminal Manager
Billings



C. E. BARTSCH
Dist. Sales Mgr.
Billings



D. L. MacCARTER
Sales Representative
Billings



A. M. CHAUSSEE
Terminal Manager
Bismarck



GEO. SIKONIA
Sales Representative
Bozeman



M. SHAUGHNESSY
Terminal Manager
Butte



LOUIS BUGNI
Sales Representative
Butte



REX WELLMAN
Terminal Manager
Chicago



WILLIAM VORDA
Sales Manager
Chicago



C. C. ANDERSON
Sales Representative
Chicago



VINCENT BURNS
Sales Representative
Chicago



DAVID HAYES
Sales Representative
Chicago



W. L. McLOUD
Sales Representative
Chicago



JOHN O'BRIEN
Sales Representative
Chicago



D. C. RIGHTMIRE
Sales Representative
Chicago



ROBERT ROLLER
Sales Representative
Chicago



STAN SZUKALA
Sales Representative
Chicago



JAMES NELSON
Terminal Manager
Fargo



JACK MASON
Terminal Manager
Glandville



CHARLES CRANE
Sales Representative
Great Falls



WALTER HICKS
Sales Representative
Great Falls



E. R. ORLANDO
Terminal Manager
Helena



DONALD CRERAR
Terminal Manager
Kalispell



D. C. WHIPPLE
Terminal Manager
Lewistown



JAY VOLLIN
Terminal Manager
Miles City



S. G. JANISCH
Terminal Manager
Minneapolis



DAN PETERSON
Sales Manager
Minneapolis



CARL EKES
Sales Representative
Minneapolis



R. E. JOHNSON
Sales Representative
Minneapolis



GENE McHUGH
Sales Representative
Minneapolis



RUBEN NELSON
Sales Representative
Minneapolis



HERBERT OHMAN
Sales Representative
Minneapolis



JACK MATHES
Terminal Manager
Missoula



ROBT. COUTURE
Terminal Manager
Rice Lake



G. E. WALKRATH
Terminal Manager
Shelby

NORTHWESTERN DIVISION



HAROLD GRAY
Division Superintendent
Portland



W. D. BUEHLING
Terminal Manager
Baker



JAY KROKSH
Terminal Manager
Bend



CLIFFORD STROM
Terminal Manager
Coos Bay



ROBT. WIEGAND
Sales Representative
Coos Bay



WM. E. SMITH
Sales Representative
Eugene



EDWIN OLSEN
Terminal Manager
Grants Pass



EDWIN PORTER
Terminal Manager
Hermiston



WILLIAM LEE
Terminal Manager
Hood River



YRO DUFOUR
Terminal Manager
Lewiston



ALVA PERKINS
Terminal Manager
Medford



W. E. HUNTER
Sales Representative
Medford



NEIL SALSET
Sales Representative
Moscow



CLAIR WHITE
Terminal Manager
Pendleton



C. CHRISTENSEN
Terminal Manager
Portland



ROBERT JONES
Sales Representative
Portland



D. F. McFADDEN
Sales Representative
Portland



B. S. SCHULTZ
Sales Representative
Portland



A. A. SCHNASE
Wiso. & Mar. Mgr.
Portland



J. D. McINTYRE
Sales Mgr. (W&M)
Portland



C. M. O'MALLEY
Sales Representative
Portland



H. P. JOHNSON
Sales Representative
Salem



CARL CURTIS
Terminal Manager
Seattle



MORRIS NEWELL
Sales Manager
Seattle



KENNETH GILL
Special Sales Rep.
Seattle



FORREST BAKER
Sales Representative
Seattle



NEAL GORDON
Sales Representative
Seattle



E. M. KAY
Hvy. Haul. Mgr.
Seattle



TOM BAGAN
Terminal Manager
Spokane



F. L. BECKSTEAD
Sales Manager
Spokane



VICTOR GANZER
Sales Representative
Spokane



H. B. STRINGHAM
Sales Representative
Spokane



A. G. SWANSON
Sales Representative
Spokane



B. L. THOMAS
Sales Representative
Tacoma



ALBERT SMITH
Terminal Manager
The Dalles



W. T. MILL
Terminal Manager
Toppenish



E. F. DRIFTMEYER
Terminal Manager
Walla Walla



RALPH JOHNSON
Dist. Sales Mgr.
Walla Walla



R. J. YOUNG
Sales Representative
Walla Walla



P. T. THOMPSON
Sales Representative
Yakima

GENERAL SALE



WM. S. MYRIN
General Sales
Manager



C. H. FRENCH
Ass't. Sales Mgr.
Bus. Development



W. B. TOMISON
Ass't. Sales Mgr.
Sales Promotion

25th Anniversary Conference



E. ISENBERGER
Terminal Manager
Ellensburg



J. MacFARLANE
Terminal Manager
Ephrata



JACK HUFF
Dist. Sales Mgr.
Eugene



J. P. OBRIST
Terminal Manager
Eugene



JOHN PROCIW
Sales Representative
Eugene



ROY MORRIS
Terminal Manager
Kennewick



JAMES SOULE
Sales Representative
Kennewick



CLEMENT CEJKA
Sales Representative
Kennewick



MERTON LANG
Terminal Manager
Klamath Falls



W. H. ROSMHILDT
Sales Representative
Klamath Falls



LOYD ARNOLD
Sales Manager
Portland



CARL ANDERSON
Sales Representative
Portland



TOM DOIG
Sales Representative
Portland



JACK ELWOOD
Sales Representative
Portland



W. L. HICKMAN
Sales Representative
Portland



GEO. TANGVALD
Sales Representative
Portland



P. J. BRYANT
Mkt. Mgr.
Portland



FRANK NELSON
Terminal Manager
Redmond



A. F. BENSON
Terminal Manager
Roseburg



V. HASBROOK
Terminal Manager
Salem



WAYNE FOSTER
Sales Representative
Seattle



GEORGE STEYER
Sales Representative
Seattle



WESLEY WILLIS
Sales Representative
Seattle



JEFF LARSON
Whse. & Mkt. Mgr.
Seattle



H. EDMONDS
Sales Representative
Seattle



M. MAYFIELD
Whse. & Mkt. Mgr.
Spokane



J. E. NORTHEY
Sales Representative
Spokane



HARRY CLEMENT
Terminal Manager
Sunnyside



M. H. MAYFIELD
Terminal Manager
Tacoma



WALLY RANGER
Sales Representative
Tacoma



E. KUCHNERREUTHER
Terminal Manager
Wenatchee



E. L. MCCONNELL
Sales Representative
Wenatchee



W. HILLENBRAND
Terminal Manager
Yakima



ROBERT MILLS
Dist. Sales Mgr.
Yakima



ROBERT ANGELL
Sales Representative
Yakima

DEPARTMENT



J. L. MCCONNELL
Asst. Sales Mgr.
National Accounts



L. A. COE
Special Sales Rep.
National Accounts



O. H. FRALEY
Vice President
Traffic & Sales Dept.

HEAVY HAULING DEPARTMENT



S. F. REEVES
Superintendent



ELMER LEE
Asst. Supl.
(Heavy Hauling)



V. J. GRAZIANO
Asst. Supl.
(exempt Commodities)

WAREHOUSE and MOVING



J. R. SMART
Superintendent



VERNON ARNETT
Traffic & Sales Mgr.

SOUTHWESTERN DIVISION



CHARLES CLYDE
Division Superintendent
Los Angeles



R. J. HAAS
Terminal Manager
Boise



CHESTER YRI
Dist. Sales Mgr.
Boise



FRED JURRIES
Sales Representative
Boise



ROSS SIMMONDS
Sales Representative
Boise



MELVIN CARR
Terminal Manager
Burley



V. E. STIMSON
Terminal Manager
Idaho Falls



L. F. BENSON
Terminal Manager
La Grande



LEO MCCORMICK
Terminal Manager
Los Angeles



JOE HUNT
Sales Manager
Los Angeles



RUSSELL ARNOT
Sales Representative
Los Angeles



J. P. DEWHURST
Sales Representative
Los Angeles



FRED LOVE
Sales Representative
Los Angeles



RICHARD BUTLER
Sales Representative
Los Angeles



R. SPRINGSTEEN
Sales Representative
Los Angeles



C. M. THOMPSON
Sales Representative
Los Angeles



JEROME WOLF
Sales Representative
Los Angeles



R. S. ZARBAUGH
Sales Representative
Los Angeles



E. G. CAMPBELL
Terminal Manager
Nampa



EVERETT OLSON
Terminal Manager
Oakland



JOE HILLIN
Sales Manager
Oakland



CECIL COLE
Special Sales Rep.
Oakland



RONNIE BARBER
Sales Representative
Oakland



FRANK DAVIES
Sales Representative
Oakland



GEORGE FERRIS
Sales Representative
Oakland



JAMES HOUSER
Sales Representative
Oakland



DAVID SPRINGER
Sales Representative
Oakland



RAY ROARK
Terminal Manager
Ontario



H. W. TUCKER
Terminal Manager
Pocatello



WM. W. FRAME
Terminal Manager
Sacramento



GLEN JEWETT
Terminal Manager
Salt Lake City



C. F. HOLSLAW
Sales Representative
Salt Lake City



WM. KUCZYNSKI
Sales Representative
Salt Lake City



WM. F. BORDING
Terminal Manager
San Jose



LARRY MIX
Sales Representative
San Jose



FRANK YOUNG
Terminal Manager
Stockton

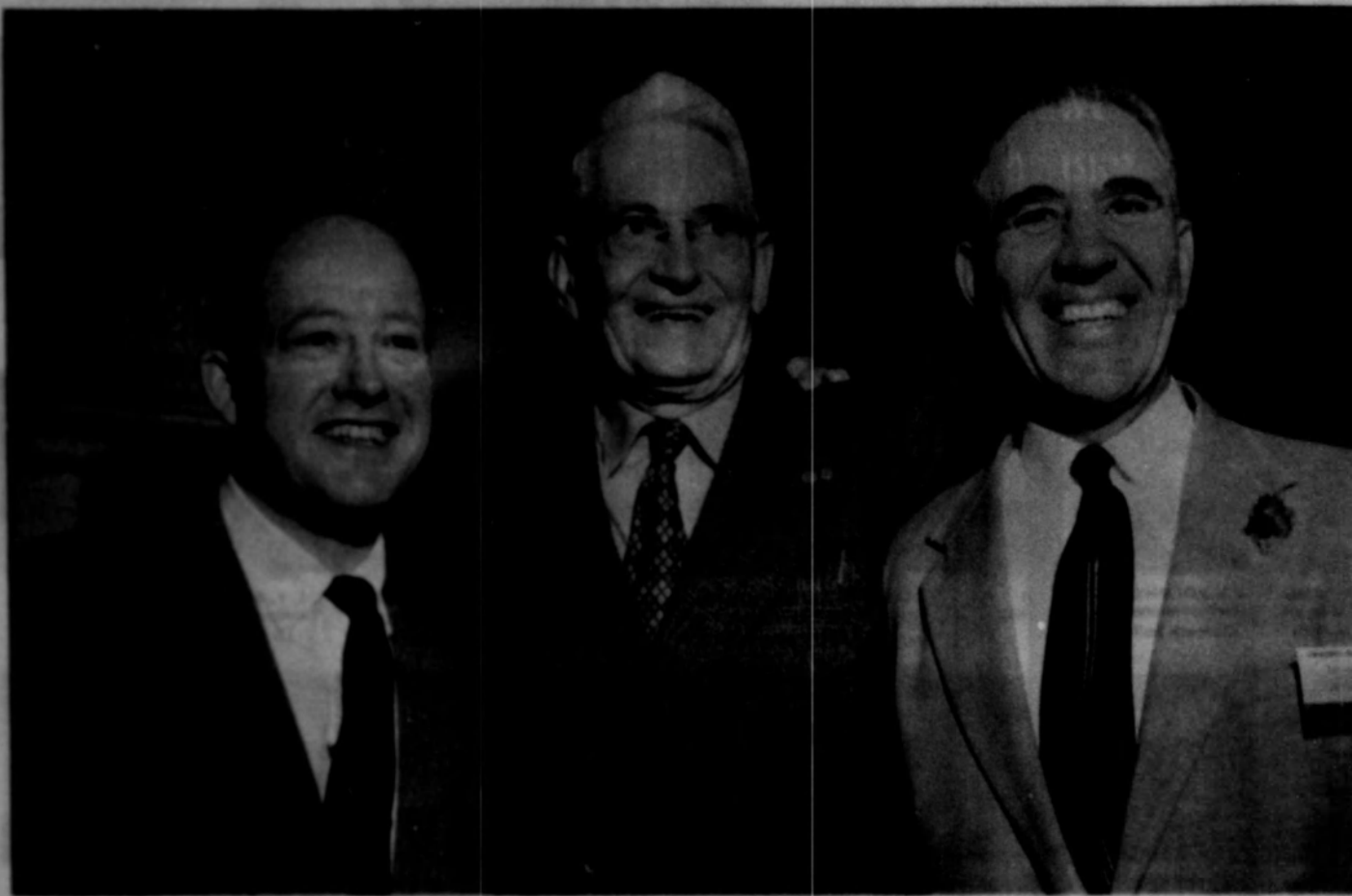


D. D. WATKINS
Terminal Manager
Twin Falls



V. E. HULBERT
Sales Representative
Twin Falls

CONFEREES HEAR SPEAKERS AND PANELS



(Top, left) **DON SCHAPER**, left, enjoys an at Tuesday breakfast with his old-time talk rehashing "good old days" when CF was young and he was a Portland sales representative. Long-time friends and associates J. L. S. Snod, Sr., now retired, and Bob Jones were among these on hand to say "hello".

(Top, right) **DON SCHAPER** and in a new mood — Marrie Newell and Ken Gill.

(Right) **GOOD QUESTIONS** from their listeners brought thoughtful answers from traffic panel members Ken Campbell and Roy Fillmore.

(Left) **CP'S "FALLS"** CITIES were represented by this trio. Feeling right at home were Ole Roemhildt, Klamath Falls, Charlie Crane, Great Falls and Vern Stinson, Idaho Falls. Incidentally, that's the freight elevator.

(Below, left) **ON STAGE!** Curtains are pulled, houselights dimmed, and another Sales Conference panel "production" begins. Subject was "How Do We Build 'Every Freighter Sells' Units of Our Yawminals?" Ready to share their ideas are, from left, Charles Christensen, Portland, Marrie Newell, Seattle, Roy Deherly, panel moderator, Alva Perkins, Medford and Chet Tol, Boise.

(Below, right) **AT CONCLUSION** of his own mid-morning speech, Angus McLeod renews old acquaintances, extends friendly hand to Vic Ganzer, of Spokane, as Cecil River beams approval. McLeod spiced hard-hitting remarks with broad humor that was well-received.





JACK SHEARD reports on "What's New in Our Industry?"

"Best Sales Meeting Ever" Was General Opinion of Freighters



... where newly-appointed district sales managers meet! — Jack Huff, (left) former Redmond manager and "without portfolio" at time of Conference, becomes new Eugene district sales manager as of April 5. Chet Yri, former Fargo manager, is now district sales manager at Boise.





(Left) ROBERT ACHE-
SON, president of Black
Ball Freight Service, Se-
attle, was Tuesday's
luncheon speaker. Here
he reviews conference
program with Lloyd
Arnold, Bill Kuczynski,
Salt Lake City, looks on.



FIRST-DAY FINALE found Freighters and guests gathered for entertainment. Company's sales managers occupied head table.



(Above) SPEAKER is
saying, "Spread Green
Paint by using sales
methods on your own
associates." These fel-
lows look sold on what
they're hearing.



BACKSTAGE, operating department heads prepare notes for panel discussion. Participating in panel were, clockwise from lower left, Jack Howay, Max Jensen, Louis Caffar, H. C. Brown; (sitting) Bert Ogden, and Bill Myrin, who was panel moderator.



(Right) WHAT? couldn't
you get rid of those
guys, Connie?

TEAMSTER HEAD BECK ADDS GOOD WISHES

The words that follow are those of Dave Beck, President, International Brotherhood of Teamsters, Chauffeurs, Warehousemen and Helpers of America.

It is a pleasure to congratulate Consolidated Freightways, Inc., upon reaching its 25th birthday in public service. May I also point out that during this period of growth, Consolidated has made possible the development of the very finest kind of labor relations. Today, in every part of the country served by Consolidated, we are working together in a sincere effort to maintain and to perpetuate these relationships.

Consolidated Freightways, Inc., and its president, Lee James, have witnessed the tremendous progress of the trucking industry as a vital factor in our American way of life. They have the benefit of the hard, bitter experience of the industry in its early formative period. They have survived conflicts and difficulties which sank many another daring pioneer spirit in trucking. Very few great trucking firms can point to 25 years of uninterrupted service to the public.

The great achievement of Consolidated lies not alone in its ability to survive, but also in its capacity to make each tough experience, such rugged your a milestone for progress.

In the next 25 years we undoubtedly will face new problems which will test our strength and try our nerve. I am sure that Consolidated will not falter; I am confident this great company will continue to grow and to insure its service to our people and our country. I know it will if the same kind of leadership and ability displayed in the past 25 years is displayed in the next twenty-five.

Each and every man and woman in the Consolidated family of employees from Lee James down to the last man hired has had a part in the development of this enterprise. Those who financed this progress ventured their money; those who have given an hour of their time have contributed the seal and courage needed for success; both have joined in an accomplishment both honorable and praiseworthy.

Yes, it is a pleasure to congratulate Consolidated Freightways, Inc., upon its 25th birthday. My best wishes go with this firm and its leaders for still greater progress.

A.T.A. PRESIDENT LAUDS C.F.

Here is the text of a statement from Jack Cole, President of the American Trucking Associations, Inc.

Twenty five years of continuous growth and development of a company within any industry is always an appropriate occasion for congratulation. It is doubly so in an industry as young as truck transportation, where the founding fathers of this important keystone of industry, commerce and agriculture are still with us and active. Few of the pioneers of our great American industries were privileged to witness a growth and development such as has been observed by the men who made the truck transportation dream come true.

As Consolidated Freightways reaches the quarter-century mark, transportation and traffic leaders all over the country will join in conveying, as I do here, both congratulations on the remarkable achievements to date, and good wishes for your continued success. The ranking of Consolidated Freightways among the very top leaders in volume of business in our industries carries its own tribute.

No statement from me would be complete without a tribute to Lee James. Growth of your company, under his

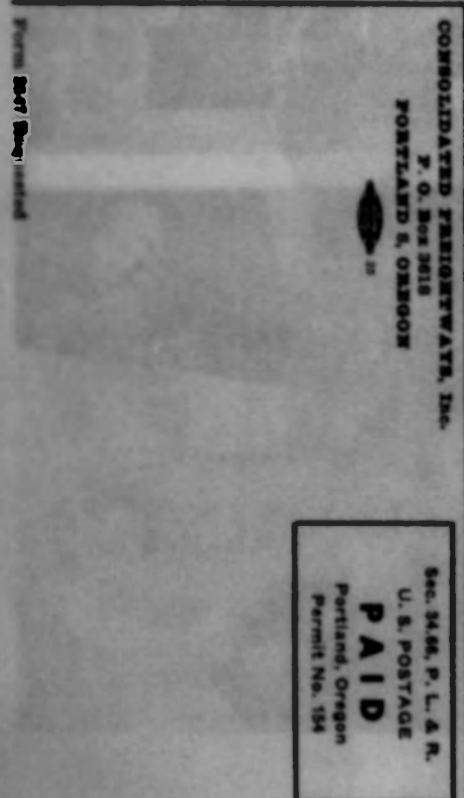


able direction, becomes understandable to those who know Lee James and who know too, that "an organization is but the lengthened shadow of a man."

Our industry, both in his home state and nationally, has drawn heavily upon Lee's time and his great talents and received both freely. His service in important committee chairmanships and in the official family of ATA, leading finally to his elevation to the presidency of the national association, demonstrates better than anything I could say in words, the extent of the respect, confidence and affection we repose in him. It goes without saying that such industry service on the part of Mr. James carries with it a tribute to the efficiency of his associates who carried on so ably during the periods when the overall good of the industry made demands upon his time all over the country.

You are entitled to look back upon the past twenty-five years with pride and to look forward to the years ahead with confidence.

JACK COLE, President
American Trucking Associations, Inc.



SALES CONFERENCE PROGRAM

TIME	LOCATION	TOPIC	SPEAKER
7:45 a.m.	Grand Ballroom, Moscone Hall	Breakfast	
8:00 a.m.	Grand Ballroom, Moscone Hall	Chairman - W. S. Myers, General Sales Manager, American Trucking Associations, Inc., Portland, Ore.	
8:15 a.m.	Grand Ballroom, Moscone Hall	Welcome to the Conference - Lee James, President, Consolidated Freightways, Inc., Portland, Ore.	
8:30 a.m.	Grand Ballroom, Moscone Hall	25th Anniversary Sales Conference	
8:45 a.m.	Grand Ballroom, Moscone Hall	Chairman - W. S. Myers	
9:00 a.m.	Grand Ballroom, Moscone Hall	Why Are We Here? - O. H. Friley, Vice President, Traffic and Sales, Consolidated Freightways, Inc., Portland, Ore.	
9:15 a.m.	Grand Ballroom, Moscone Hall	Green Point - R. E. Doherty, Vice President, Advertising and Promotion, Consolidated Freightways, Inc., Portland, Ore.	
9:30 a.m.	Grand Ballroom, Moscone Hall	How to Use Sales Aids and Expense Accounts	
9:45 a.m.	Grand Ballroom, Moscone Hall	Moderator - W. S. Myers	
10:00 a.m.	Grand Ballroom, Moscone Hall	Panel - W. S. Myers, General Sales Manager, American Trucking Associations, Inc., Portland, Ore.; W. A. Vande, General Sales Manager, Consolidated Freightways, Inc., Portland, Ore.; Al Johnson, General Sales Manager, Consolidated Freightways, Inc., Portland, Ore.	
10:15 a.m.	Grand Ballroom, Moscone Hall	Questions From The Floor	
10:30 a.m.	Grand Ballroom, Moscone Hall	Ten Minute Round	
10:45 a.m.	Grand Ballroom, Moscone Hall	The Telephone Man - Via John J. Miller, The Pacific Telephone and Telegraph Co.	
11:00 a.m.	Grand Ballroom, Moscone Hall	Luncheon	
11:15 a.m.	Grand Ballroom, Moscone Hall	Chairman - O. H. Friley	
11:30 a.m.	Grand Ballroom, Moscone Hall	What's Ahead in C.F.'s Territory? - Speaker: Robert J. Miller, Executive Director, California Highway Patrol, San Francisco, California	
11:45 a.m.	Grand Ballroom, Moscone Hall	Your Sales Package of The Month - O. H. Friley	
12:00 p.m.	Grand Ballroom, Moscone Hall	Questions From The Floor	
12:15 p.m.	Grand Ballroom, Moscone Hall	What's New in Our Industry? - J. L. S. Searl, Executive Vice President, Consolidated Freightways, Inc., Portland, Ore.	
12:30 p.m.	Grand Ballroom, Moscone Hall	Questions From The Floor	
12:45 p.m.	Grand Ballroom, Moscone Hall	Ten Minute Round	
1:00 p.m.	Grand Ballroom, Moscone Hall	Breakfast	
1:15 p.m.	Grand Ballroom, Moscone Hall	Chairman - W. S. Myers	
1:30 p.m.	Grand Ballroom, Moscone Hall	How Do We Look to a Connecting Carrier? - Speaker: Robert J. Miller, Executive Director, California Highway Patrol, San Francisco, California	
1:45 p.m.	Grand Ballroom, Moscone Hall	Sales Report For The Future - Speaker: Philip Hill, Vice President in Charge of Sales, Hyatt Company, Portland, Oregon	
2:00 p.m.	Grand Ballroom, Moscone Hall	Questions From The Floor	
2:15 p.m.	Grand Ballroom, Moscone Hall	Registration - Moderator: O. H. Friley	
2:30 p.m.	Grand Ballroom, Moscone Hall	Panel - L. J. Kunkin, Vice President, Purchasing and Maintenance, Walter Lorenz, Purchasing Agent, Oregon Retail, Moscone, General Freight Manager, John Kelly, Purchasing Agent, Freight, General Freight, Portland, Ore.	
2:45 p.m.	Grand Ballroom, Moscone Hall	It's Up to You - O. H. Friley	
3:00 p.m.	Grand Ballroom, Moscone Hall	You Ask, We Answer - "The Q & A"	
3:15 p.m.	Grand Ballroom, Moscone Hall	Chairman - Lee James	
3:30 p.m.	Grand Ballroom, Moscone Hall	Panel - W. S. Myers, General Sales Manager, American Trucking Associations, Inc., Portland, Ore.; W. A. Vande, General Sales Manager, Consolidated Freightways, Inc., Portland, Ore.; Al Johnson, General Sales Manager, Consolidated Freightways, Inc., Portland, Ore.	
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4:00 p.m.	Grand Ballroom, Moscone Hall	Ten Minute Round	
4:15 p.m.	Grand Ballroom, Moscone Hall	Breakfast	
4:30 p.m.	Grand Ballroom, Moscone Hall	Chairman - Lee James	
4:45 p.m.	Grand Ballroom, Moscone Hall	Panel - W. S. Myers, General Sales Manager, American Trucking Associations, Inc., Portland, Ore.; W. A. Vande, General Sales Manager, Consolidated Freightways, Inc., Portland, Ore.; Al Johnson, General Sales Manager, Consolidated Freightways, Inc., Portland, Ore.	
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5:30 p.m.	Grand Ballroom, Moscone Hall	Breakfast	
5:45 p.m.	Grand Ballroom, Moscone Hall	Chairman - Lee James	
6:00 p.m.	Grand Ballroom, Moscone Hall	Panel - W. S. Myers, General Sales Manager, American Trucking Associations, Inc., Portland, Ore.; W. A. Vande, General Sales Manager, Consolidated Freightways, Inc., Portland, Ore.; Al Johnson, General Sales Manager, Consolidated Freightways, Inc., Portland, Ore.	
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12:00 p.m.	Grand Ballroom, Moscone Hall	Ten Minute Round	

ADMINISTRATIVE FILE

Consolidated Freightways

■ Inc.

X

CONSOLIDATED



FREIGHTWAYS INC.

P. O. Box 3618
PORTLAND 8, OREGON
March 26, 1954

Mr. Einar O. Mohn
International Brotherhood of Teamsters
100 Indiana Avenue S.W.
Washington, D. C.

Dear Einar:

Mr. Beck's very flattering letter congratulating the company and Lee James on the 20th anniversary of Consolidated Freightways arrived yesterday. It will be used in the anniversary edition of our house organ "Action". Ten thousand Consolidated customers and our four thousand employees will see it. Thank you very much for arranging for Mr. Beck to do this. I'll send you some copies as soon as the edition is printed.

Best regards to you, Einar - how do you like Washington by now?

Sincerely,

Dick

Dick Zahniser, Director
Labor Relations

JP

RECEIVED
MARCH 26 1954

MARCH 26 1954

MARCH 26 1954

MARCH 26 1954

ADMINISTRATIVE FILE

Construction Contractors

Council

X

JULY 2, 1953

Mr. Richard Morauer, Chairman
Employers' Negotiating Committee
Construction Contractors Council
1041 Munssey Building
Washington 4, D. C.

Dear Mr. Morauer:

I very much appreciate your letter of June 25 in which you commend the efforts of our representatives in connection with your recent negotiations. It is too seldom that a person takes the time to convey a commendatory message even when credit is justly due, and I shall certainly bring this to the attention of my associates who participated in your sessions.

Yours very truly,

DB:aw
a

General President.

ADMINISTRATIVE FILE

Const. Contr. Council

Construction Contractors Council

1041 MUNSEY BUILDING
WASHINGTON 4, D. C.
PHONE STERLING 8616

June 25, 1953

Mr. Dave Beck
General President, International
Brotherhood of Teamsters
100 Indiana Ave., N. W.
Washington 1, D. C.

Dear Mr. Beck:

Negotiation time this year was particularly strenuous for all concerned, however, as Chairman of the Employers' Negotiating Committee, I should like to state on behalf of the Construction Contractors Council that our relationship with the Teamsters Union was, in my opinion, on a better plane than ever before.

Mr. Marcey and Mr. Gradeck were more than generous in their cooperation, and they should receive due recognition for their good work and tireless efforts in making this year's negotiations so successful.

With kind regards, I am

Very truly yours,

Richard Morauer

Richard Morauer - Chairman
Employers' Negotiating Committee
for the Construction Contractors
Council

RM/rb